THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 52 YEARS THE CANNED FOODS AUTHORITY—1930

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DO YOUR SHARE

For weeks now the National Canners Association has been on the air —for weeks the Nation has been hearing about the high quality of canned foods. Millions of women are hearing our message. Millions have learned how nourishing and delicious canned foods really are.

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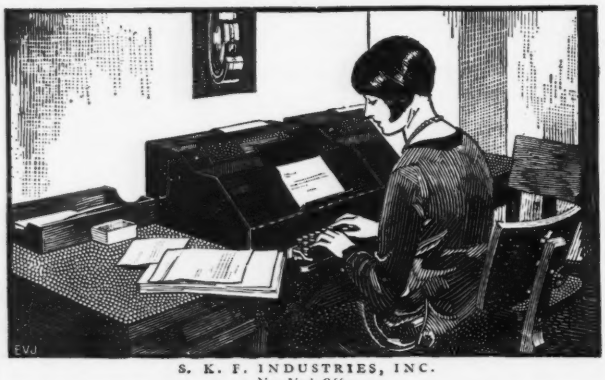

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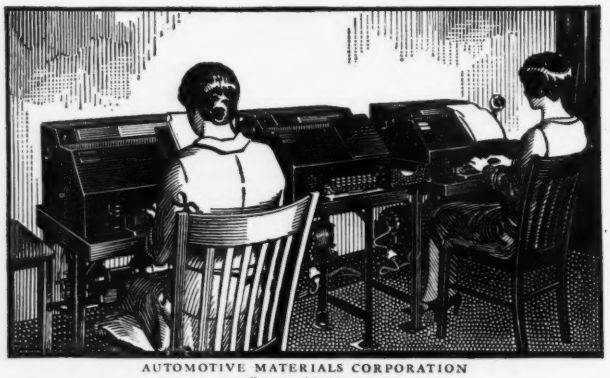

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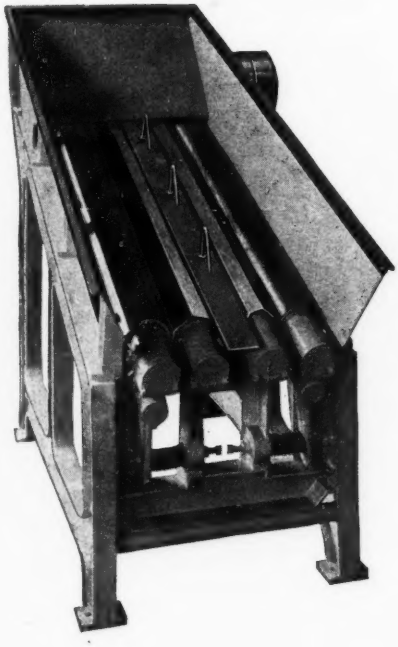

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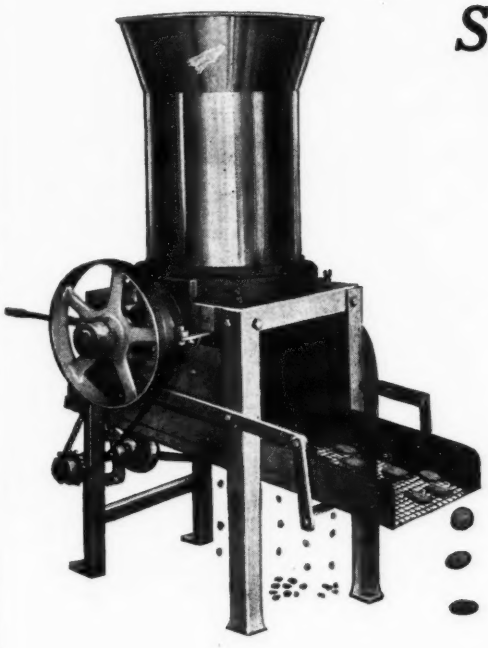

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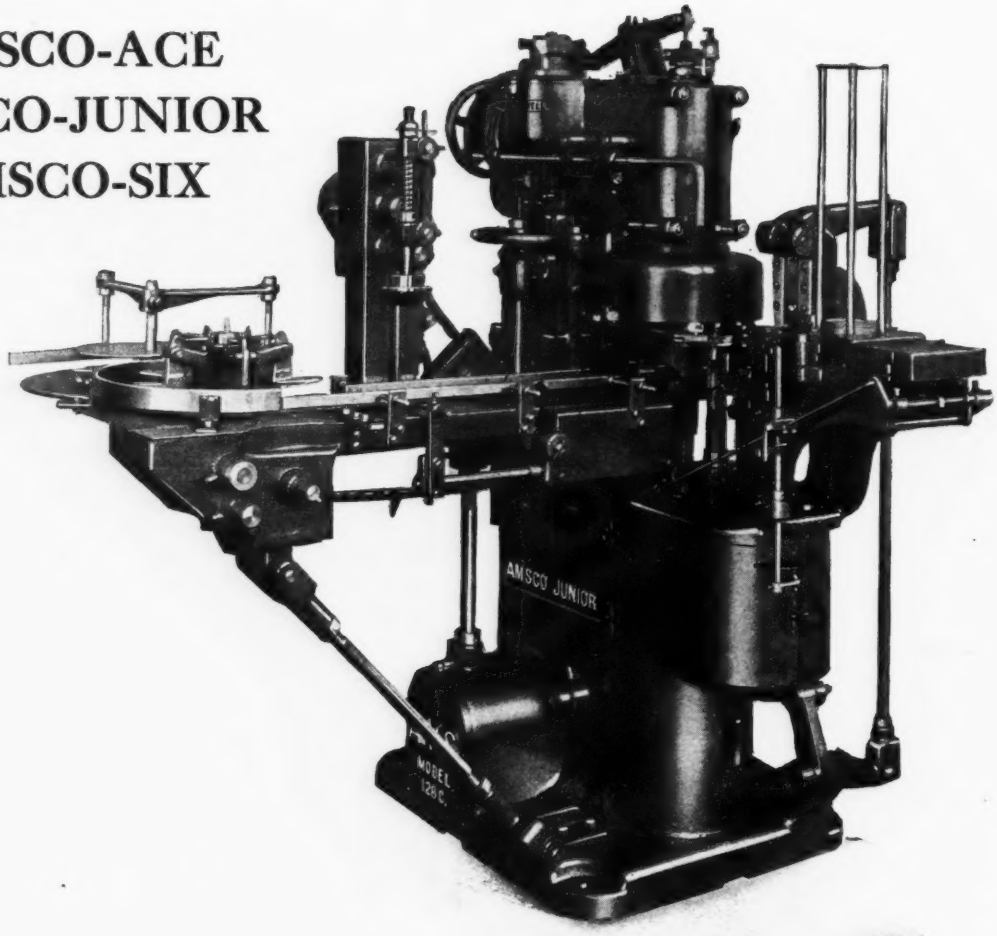

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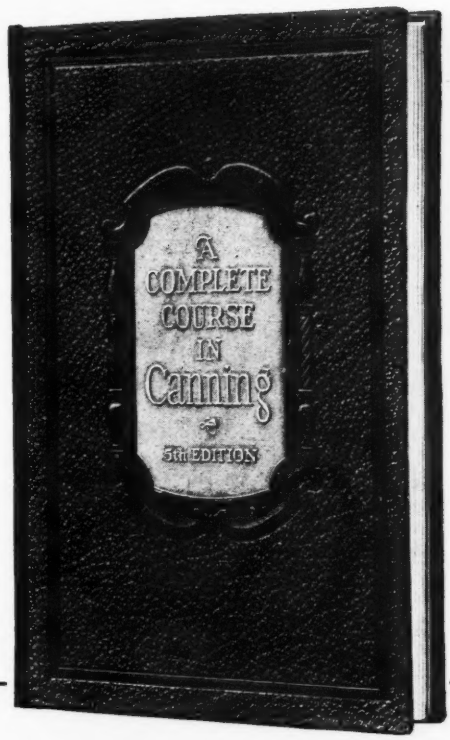

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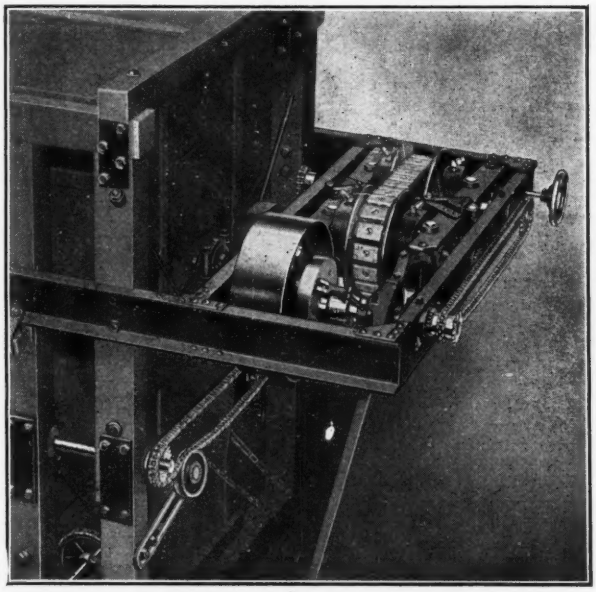

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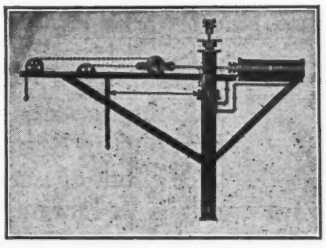

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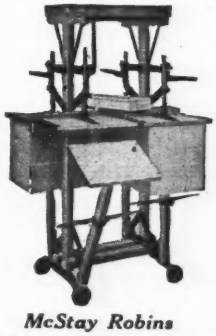

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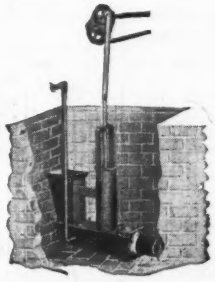

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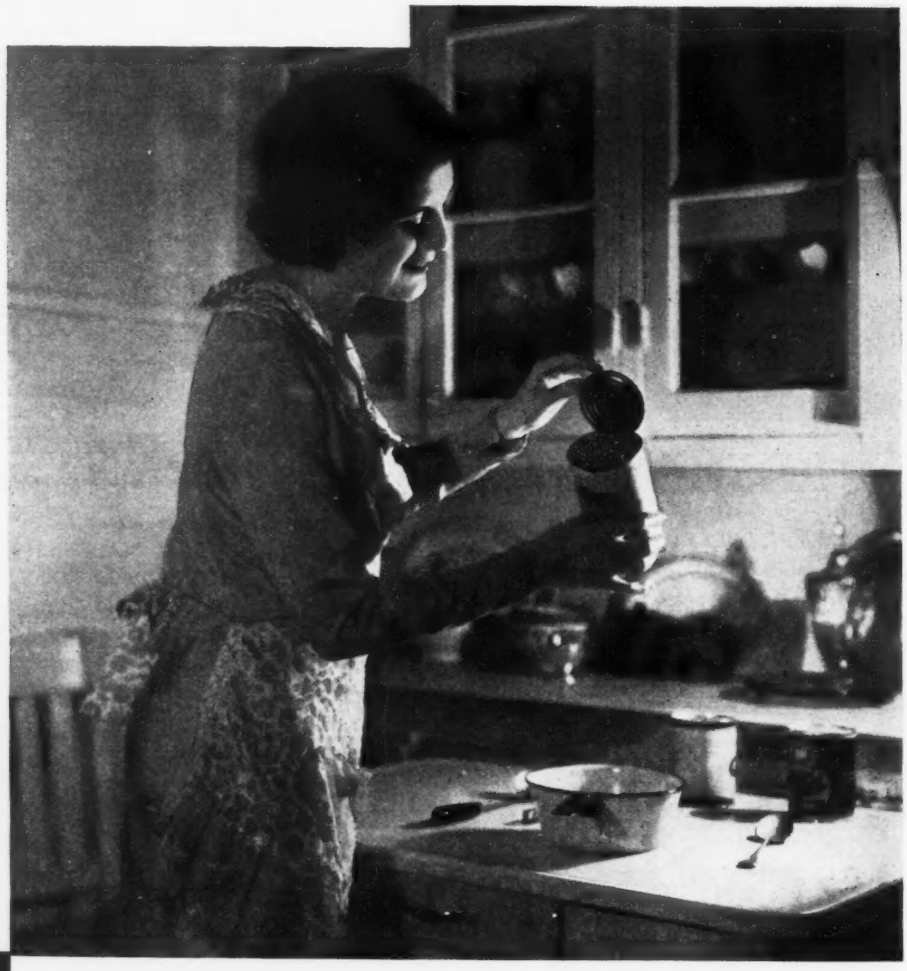

NOW is the time for you to WIN HER preference

The "Canny Cook," through her tremendous broadcasting facilities, the thousands of recipe books and other features distributed, is building up a greater demand for quality canned foods.

Millions of housewives are listening in—millions will make up their minds to include more and more of these delicious canned foods in their household menus.

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-second year.

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Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 52 BALTIMORE, JULY 21, 1930 No. 49

EDITORIALS

WHAT IS (EACH) CANNED FOOD? — Sounds like a foolish question, but now that we have the Mapes law, the Department of Agriculture, entrusted with the enforcement of this law, has the task of answering just that question. It must say, not what is a sub-standard of any food packed in cans, but what is to be considered as "canned corn," "canned peas," "canned tomatoes," and so on down the entire line of all canned foods. When such standards have been formulated and accepted, then they will be used as a yard-stick to measure the canned foods found on the market; and those falling below these standards will have to be labelled plainly as sub-standards. That is where the sub-standards will come from. This is a criminal statute and violations of it are punishable in court. The point is that the officials must have some guide by which to judge the goods on the market and in securing this guide they automatically establish a standard for canned foods. The law goes into immediate effect, so that the work must be done as quickly as possible, or at least they must seek to establish these standards so that they can be announced in ample time to permit all canners to comply.

If you wish to realize how difficult this task is try to write one of these standards. In the first place a standard should be the average or medium; it should not be a fancy, an extra or a seconds or sub-standard. As a canner of long or short experience, you feel that you know what is a can of tomatoes, for instance, or of corn, or of raspberries, or of kraut, or of sardines, or of brown bread. After canning them for years you certainly know what a can of tomatoes is!! All right, sit down and write out what you think a can of tomatoes is or should be. And the brokers who have posed as experts and the buyers who know they are experts, are open to this same trial. Take a hand at it and see what you get. When the Mapes bill was first proposed this was the difficult job we foresaw, and we hoped that the bill would be passed, if for no other reason than that standards must then be made and the quarter-century wrangle on this subject ended. For they have been trying to name standards for easily twenty-five years, and while they have gotten out some forms of standards, most items remain unconquered, and in fact some of the hardest workers on this job have lived their lives and died before they could see it completed. Now the Government has put iself in a position where it *must* make standards, and it will. The industry was asked and begged to do this for itself, and it would not; and now it will be done for it.

As a starter for you in this labor of love, here are some of the standards that have been adopted.

Canned Tomatoes

Canned tomatoes shall be packed from sound, ripe tomatoes, the run of the crop, and not necessarily all red. The tomatoes must be peeled and cored, and free from extraneous material.

Cream Style Canned Corn

Canned corn, cream style, shall be packed from certain varieties known to the trade as Sweet Corn. It shall be free from discoloration and from extraneous matter. It shall not contain silk, cob, or husk in quantities to affect its flavor or appearance.

The corn shall be of such maturity that the finished product shall not disclose the presence of tough, hard kernels. The contents of the can shall be of such uniform consistency that it will pour from the can, but shall not immediately conform to the size and shape of a flat container of double the capacity of the can from which it is emptied.

Canned Peas

Canned peas shall be composed of peas which shall be free from mushiness and from tough, hard peas. It shall be packed from clean, sound raw product, free from extraneous material. The surrounding liquor shall contain only the ingredients extracted from the peas in processing, with the

exception of added sugar or salt, with a limit for turbidity of liquor to be established.

These standards were arrived at by a process of elimination, that is by first writing what a can of tomatoes, for instance, should be, and what it should not be, and then by blending the two, leave only what the product should be. That is for simplification. If you think the above does not cover properly, draft your standard, because the Government is asking the canners to do this work, and wants their help. Send your ideas to the National Canners Association, at Washington, or to the Secretary of your local or State Association. From the multitude of counsel there should come wisdom.

You may prefer a definition of tomatoes, somewhat after the following:

> Canned Tomatoes is the product prepared from the freshly gathered, sound, ripe, not necessarily all red, fruit of the tomato, carefully trimmed, the cans packed full of tomato meat, with no added juice, with or without salt as a condiment, properly processed.

The difficulty is not that men who have been canning any product for years do not know what that product should be; the difficulty is in stating the matter clearly, or in other words, putting their knowledge into words. Try it for your own sake, and for the sake of the whole industry, and your efforts will be appreciated.

GOOD ADVICE FROM CANADA—Here is the editorial advice from "The GreenLabel," the little house organ of The Canadian Canners, Ltd., with headquarters at Hamilton, Ont., Can.:

Now Is the Time to Spend

"Why is it that when trade slows down a little, everyone locks up his or her cheque book and stolidly refuses to spend a nickel more than the bare necessities of life demand?

Take the case of a family who for some months had been looking forward with pleasant anticipation to the purchase of a new car . . . Dad suddenly discovers that he lost $55.00 in the Stock Market, and three or four people stop him in the street and tell him that times are bad. After a gloomy family conference it is decided that the new car is 'off.' 'We'll make the old car do till next year,' says Dad. The same with the refrigerator, the new radio, and the hundred and one things that help to make life livable, and the acquisition of which always provides the family with a pleasant thrill.

Multiply these purchases by the number of people who intended to make them, but didn't, and the answer is equivalent to enough business to set the wheels of industry humming merrily for many months.

There is nothing wrong with Canadian industry. What is wanted is a 'National Spending Campaign' on the part of the public. Buy that can, refrigerator, radio, or what not; give the painter that paint job, build the house you planned but called 'off,' buy those new clothes you admired . . . Then the wheels of industry will speed up again, humming merrily merrily to the tune of prosperity; and the unemployed will become employed."

And what is good advice for Canada is good advice for America. But each individual has to supply his share—this job cannot be left for "George to do it."

PLAN RADIO TELEPHONE SERVICE ACROSS PACIFIC

As an initial step in its program of extending transoceanic telephone service into the Pacific region, the American Telephone and Telegraph Company has applied for a construction permit to erect a short wave radio-telephone station in California designed to connect the United States with various countries bordering the Pacific and its island groups. This will be done by a combination of land wires and short-wave radio transmission.

According to the present plans, the first regular service will be provided to the island of Oahu, in the Hawaiian group. By 1932 it is expected that all subscribers of the Mutual Telephone Company of Honolulu on the island will be within voice range of United States telephones. In time it is probable that direct telephone connections will be established with Australia, Japan and others of the more important far-eastern nations. The proposed radio-link to Hawaii will extend the talking range from the United States 2,100 miles westward. It will make possible a conversation between Honolulu and a point in Maine, for example, covering a distance of almost 6,000 miles.

For some time past engineers of the American Telephone and Telegraph Company and Bell Laboratories have been investigating various sites on the West Coast to determine the best locations for the new radio stations. Once the question of location is settled, the work of erecting and equipping, transmitting and receiving stations will go forward rapidly. The cost of the project will exceed $1,000,000.

THE 1930 DIRECTORY OF CANNERS

NOW READY

A list of the canners of the United States, compiled by the National Canners Association, from Statistical Reports and such other reliable data. 21st Edition.

Carefully prepared and up-to-date; lists corrected by Canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. *Get your order in early*

National Canners Association, 1739 H St., N. W. Washington, D. C.

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Price and Cost

ARE you interested in price—first cost? You can buy husking capacity cheaper in the Peerless Super Husker than in any other machine. During the 1929 pack over 300 Super Huskers averaged 2 1/3 times the actual production capacity of the average single husker. Regardless of claims that may have been made for other machines, the real truth of the matter is that there is no other machine that will turn out hour after hour and day after day throughout the entire season two tons of corn per hour. The Super Husker does it with only average feeders—not necessarily experts.

Even on a machine for machine basis the price of the Super Husker is but very little more than the price of machines with less than half their capacity.

Are you more interested in final cost?

On different varieties of corn in wide-spread locations, all items of cost considered—husking, sorting, waste, and operating including depreciation, interest, repairs, all labor, etc.—Super Huskers have saved their owners from a minimum of 26c per ton to a maximum of $1.99 per ton in comparison with other huskers. The canner's return on investment annually ran from 14% to 116% in these various installations. These statements are backed by actual figures which we will gladly lay before you.

We are confident that an installation of Super Huskers will earn its cost for you in two to five seasons—think of it—in not over six months' actual operating time.

Could any investment be more promising and as safe?

Super Huskers turn out unequaled quality of husking, near-perfect butting; are substantial, strong and sturdy; simple to install, easy running, and actually require less floor space than single huskers so that it is possible to double your present husking capacity in the same floor space by installing Supers. Last but not least it is simply impossible to clog or stall a Peerless Super Husker.

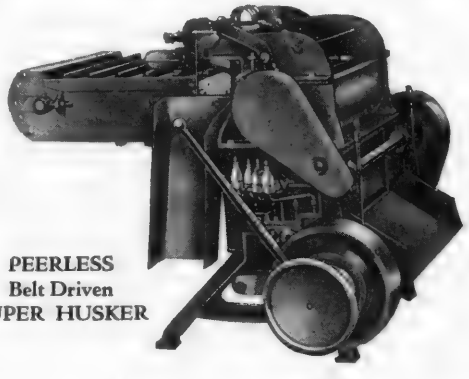
Write us now for complete details and our proposal on equipping your plant with Super Huskers.

Sprague-Sells Corporation

Division of

Food Machinery Corporation

308 West Washington Street Chicago, Ill.



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Belt Driven
SUPER HUSKER

Are You Figuring

the important part which sanitary cleanliness plays in building up your profit margin?

The purity and cleanliness of modern canned foods have made them popular in every home, and

Wyandotte
Cleans Clean
Sanitary Cleaner and Cleanser

has greatly assisted canners to realize this desirable result.

The purity, uniformity, and consistent performance of this unequalled cleaner are insuring for hundreds of canners a sanitary cleanliness to their equipment and processes without which the highest quality canned foods cannot be produced.

Ask your supply man for

"WYANDOTTE"

Do You Do Peeling ?

If you peel peaches, apricots, grapefruit, or process olives, you will be interested in complete information on Wyandotte Canners Alkali. Write this office.

THE J. B. FORD CO.

Sole Mfg.

Wyandotte, Michigan

Crop Reports

Condition of Canners' crops as reported direct by Canners. You need this kind of information, and should appreciate its value. Contribute your share and keep this column up to the minute. We urge your co-operation and invite your communication.

TOMATOES

Seaford, Del., July 12, 1930—Crop not looking good on account of stem disease.

Morristown, Ind., July 12, 1930—Looking fine in this section. However, it is very dry, and unless we have rain in the next few days the crop will be seriously affected.

Des Moines, Ia., July 14, 1930—Excessive heat caused plants to wilt badly during past week. Need rain badly.

Mortons Gap, Ky., July 11, 1930—We have the greatest number of acres set out as compared to past years. The dry weather has already cut our crop 50 per cent. We will have about one-fourth of a regular crop.

Grimmet, Mo., July 14, 1930—Crop is hard hit by dry weather. In fact, if dry weather continues there will not be one-third crop. Only a small rain in two months.

Reeds Spring, Mo., July 10, 1930—We had a fine prospect up until a week ago, and we have been having such extremely hot weather that it is going to ruin the early crop, as it is burning and turning the tomatoes white. We have had some scattered showers the past week, but the extreme heat that is following will only cause them to scald. We are advised that the blooms are falling off now.

Rochester, N. Y., July 14, 1930—15 per cent increase in acreage. Plants making rapid growth.

Celina, O., July 14, 1930—Looking normal for this time of the year.

Airville, Pa., July 14, 1930—Looking fine.

Cross Junction, Va., July 12, 1930—Acreage 100 per cent. Vines are setting medium and they have started well. Drouth is now hurting them.

Spokane, Wash., July 9, 1930—Normal acreage. Growing fine and expect a full crop.

CORN

Morristown, Ind., July 12, 1930—Looking reasonably well, but is needing rain. The early corn is already injured by dry weather, but cannot tell how much. Temperatures have been near the 100 degree mark for nearly a week and crops are suffering from lack of moisture and intense heat.

Clarksville, Iowa, July 8, 1930—Doing fine. Plenty of moisture at present and weather warm. Have 85 per cent normal stand. While prospects are good now, it depends on the weather later on as to the yield.

Des Moines, Iowa, July 14, 1930—Later plantings suffered in Middle Iowa the past week account of excessive heat. Need rain badly. Temperature lowered considerably night of July 13th, but Weather Bureau reports no rain in sight, and should another heat wave strike us before moisture is received should imagine late plantings in Middle Iowa won't amount to much.

Grinnell, Iowa, July 13, 1930—At our Gilman plant the prospect is fully 100 per cent at present. Have had about the hottest week and are beginning to need rain, but corn does not seem to be hurt any as yet, and it is much cooler today. At our Dexter plant, about the center of the west half of Iowa, conditions are about the same as at Gilman, but if anything needing rain considerably more than in the central part of Iowa.

Grinnell, Iowa, July 14, 1930—Up to the present time prospects are for a normal crop. Corn suffered some last week from hot weather and is in need of rain badly at the present time. Weather now has turned cool. Acreage same as 1929, and with favorable weather conditions expect a normal crop.

Guttenberg, Iowa, July 14, 1930—Prospects are good for a normal pack, though a couple of weeks late. Having plenty of rain and warm weather past two weeks.

Hampden, Me., July 16, 1930—Golden Bantam 90 per cent stand. Weather very favorable with rains at proper time. Spot stocks very low. Offers coming in daily with prices near normal.

Gladwin, Mich., July 14, 1930—Golden Bantam: Fair prospects.

Ortonville, Minn., July 14, 1930—The crop outlook is favorable. Early plantings are silking out. Have had sufficient moisture and plenty of heat.

Rochester, N. Y., July 14, 1930—Acreage increased 10 per cent. Crop looking good with prospects for normal yield.

PEAS

Rochester, N. Y., July 14, 1930—Acreage increased 100 per cent over last year and will yield slightly above normal. Quality of late varieties only fair on account of uneven maturity.

Celina, Ohio, July 14, 1930—We have finished packing, getting a 65 per cent yield of Alaskas and a near normal yield on sweets.

Gladwin, Mich., July 14, 1930—Had a fair crop and good quality.

BEANS

Seaford, Del., July 12, 1930—Stringless: Crop about 50 per cent on account of dry weather.

Cedar Rapids, Iowa, July 12, 1930—As we start our second week's run we are in the midst of a terrific heat wave, which has broken all records for the past twenty years. At planting time we estimated our season's pack at 45,000 cases, and last week at this time we reduced our estimate to 30,000 cases, whereas today we are in hopes of getting anly about 20,000 cases. As we have previously reported, our wax bean fields are badly blighted, and this condition, coupled with the present terrific heat wave, makes it impossible for us to do our share in bringing about this heralded overproduction.

Grinnell, Iowa, July 14, 1930—Last week it was too hot and dry. Much diifficulty in getting them picked on account of extreme hot sun. Weather now cool and expect 75 per cent of a normal yield.

Hampden, Me., July 16, 1930—Cranberries: 100 per cent stand. Acreage same as last year. Expect to start packing August 1.

Gladwin, Mich., July 14, 1930—String beans: Looking good.

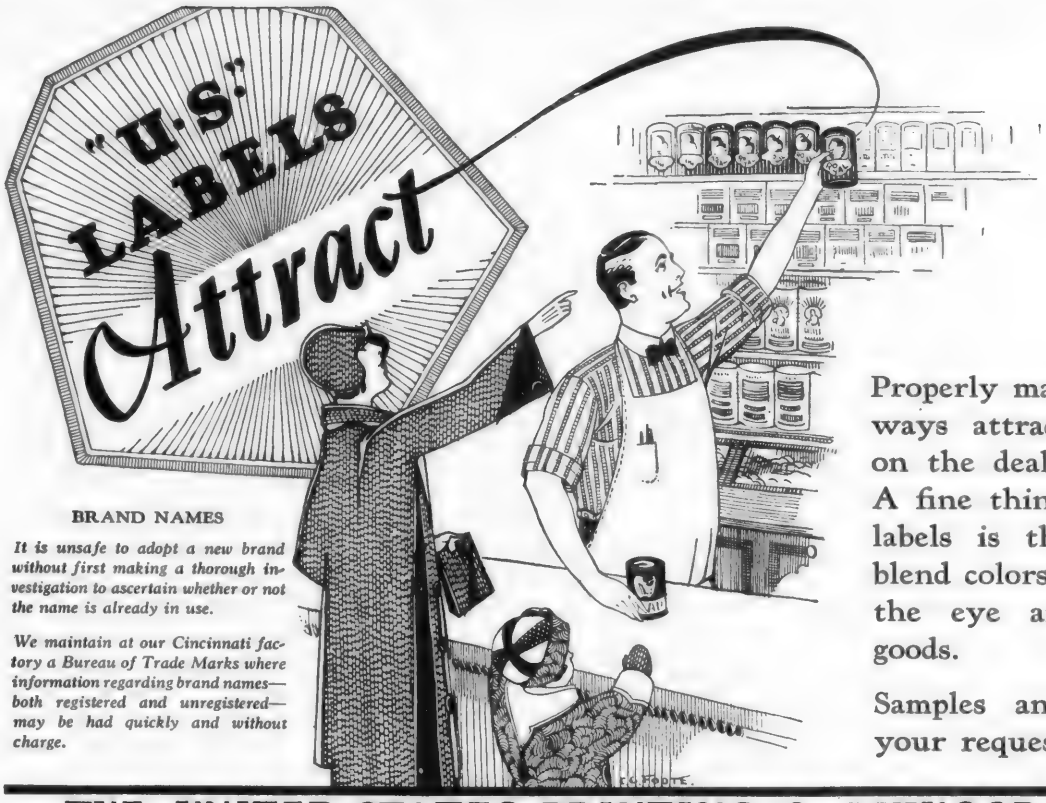
Rochester, N. Y., July 14, 1930—Looking good, with prospects of normal yield or better. Acreage same as last year.

Celina, Ohio, July 14, 1930—Green: We are having a very dry spell, not having had any rain for the past three weeks, and it has materially hurt the crop throughout this territory. Yield will be cut at least 33 1-3 per cent.

Vinita, Okla., July 11, 1930—Green string beans: About one-third crop. Crop is now burning up. Have canned eight cars and should have canned twenty cars. We had 200 acres cut. Trucks now buying green string beans by the ton and paying $80 to $100 per ton, and hauling them to Okra City, Dallas and Wichita.

Airville, Pa., July 14, 1930—Stringless: Continued dry weather is doing the crop damage that cannot be estimated. Aside from the drouth, the Mexican bean beetle is very bad and is riddling a lot of the beans. If conditions do not improve very shortly our crop will be damaged at least 33 1-3 per cent.

Bayfield, Wis., July 9, 1930—Stringless Ref. green and imported kidney wax: Acreage is about the same as last year. Growing weather has been favorable to date and plants are looking good. It is early to predict what the crop will be, as we will not start packing until about the first of August.



BRAND NAMES

It is unsafe to adopt a new brand without first making a thorough investigation to ascertain whether or not the name is already in use.

We maintain at our Cincinnati factory a Bureau of Trade Marks where information regarding brand names—both registered and unregistered—may be had quickly and without charge.

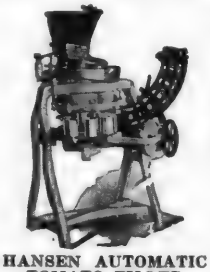
Properly made labels always attract attention on the dealers' shelves. A fine thing about our labels is the way we blend colors that attract the eye and sell the goods.

Samples and prices at your request.

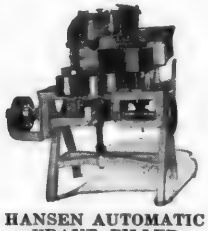
THE UNITED STATES PRINTING & LITHOGRAPH CO.

CINCINNATI 55 Beech St. | BROOKLYN, 98 N. 3rd St. | BALTIMORE 439 Cross St.

COLOR PRINTING HEADQUARTERS



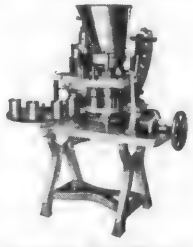
HANSEN AUTOMATIC TOMATO FILLER



HANSEN AUTOMATIC KRAUT FILLER

HANSEN SANITARY CAN WASHER

HANSEN FRUIT AND VEGETABLE FILLER



HANSEN SANITARY PEA AND BEAN FILLER

SAVE TIME and MONEY

Cherries, Berries, Peaches, String Beans, Beets and many other fruits and vegetables are filled into all sizes of cans, practically with THE HANSEN SANITARY FRUIT AND VEGETABLE FILLER. One operator with this machine will turn out more work than five or six persons packing cans by hand. The cans are taken care of automatically by a unique feed worm which postively does not smash them. The Hansen Fruit and Vegetable Filler is simple in design, sturdy, occupies small floor space and is sanitary. The Hansen Fruit and Vegetable Filler is so reasonably priced that Canners of any of the above products can not afford to operate without it. Write us for prices.

Hansen Canning Machinery Corporation

Cedarburg, Wisconsin

BEETS

Gladwin, Mich., July 14, 1930—Very irregular in development.

CUCUMBERS

Springboro, Pa., July 15, 1930—Same acreage as normal year. Appear fairly good so far, but do not expect to take any in until the first week in August.

Spokane, Wash., July 9, 1930—Acreage about normal. Growing conditions good; expect a full crop.

FRUIT

Hampden, Me., July 16, 1930—Blueberries: Crop looks very good.

Gladwin, Mich., July 14, 1930—Red raspberriels: Prospects for a good crop if we get enough rain.

Everson, Wash., July 7, 1930—Royal Anne Cherries: Just starting. If it doesn't rain for a week we will have a fine pack as to quality. Tonnage normal.

Red Raspberries: First berries in. Crop normal.

Spokane, Wash., July 9, 1930—Berries: Have poor crops of all kinds of berries.

Cherries: Full crop.

Apples: Also a full crop.

TRADE-MARKS

Following are trade-mark applications for canned foods and fresh and dried fruits and vegetables pending in the U. S. Patent Office, which have been passed for publication and are in line for early registration, unless opposition is filed promptly.

For further information address Mason, Fenwick & Lawrence, Patent and Trade-Mark Lawyers, 600 F Street, N. W., Washington, D. C.

As an additional service to its readers, The Canning Trade offers an advanced search free of charge on any mark they may contemplate adopting or registering.

EL CAPITAN, E. B. Gross Co., Monterey, Calif., canned sardines and canned pilchards. Use claimed since February 19, 1918.

MERRY TRIP BOX, H. Hicks & Son, Inc., New York, N. Y., canned vegetables, condiments, chopped meats, fish, chicken and lobster. Use claimed since October 20, 1929.

MOUQUIN and serving girl design, Mouquin, Incorporated, New York, N. Y., buoillon tablets, wine sauces. Use claimed since December, 1920.

KALAROM, Schimmel & Co., Aktiegesellschaft, Miltitz, near Leipzig, Germany, jellies. Use claimed since October 3, 1928.

BLUE AND GREEN neck of bottle, Curtice Brothers, Rochester, N. Y., prepared tomato juice. Use claimed since February 14, 1930.

KAMKO, Amtorg Trading Corporation, New York, N. Y., canned crab meat. Use claimed since February, 1930.

PETRONAISE, L. Charles Nazzola, Rochester, N. Y., mayonnaise dressing. Use claimed since March 1, 1928.

Par-Excellent, German Canning Company, Inc., Fredonia, N. Y., canned beans. Use claimed since March 1, 1928.

Chillets, New England Fish Company, Seattle, Wash., canned fish. Use claimed since January 17, 1929.

Orange seal and blue ribbon design, New England Fish Company, Seattle, Wash., canned fish. Use claimed since January 17, 1929.

Alta Vilia, Greco Canning Company, Inc., San Jose, Calif., canned fruits and vegetables. Use claimed since March 20, 1916.

Greetings, Kauai Pineapple Company, Ltd., Kalaheo, T. H., canned fruits. Use claimed since January 10, 1930.

W. E. Hacker and picture of boy, William E. Hacker, Woodstock, Ill., meat sauce. Use claimed since March 1, 1930.

Rodoma, Bellingham Canning Company, South Bellingham, Wash., canned fish. Use claimed since April 1, 1930.

Niblets, Minnesota Valley Canning Company, Le Sueur, Minn., canned corn. Use claimed since May 20, 1930.

Bell Can, Bellingham Canning Company, South Bellingham, Wash., canned fish. Use claimed since January 1, 1926.

Amodor, Bellingham Canning Company, South Bellingham, Wash., canned fish. Use claimed since January 1, 1926.

COMPLETE LABORATORY SERVICE

WITH the opening of their new bacteriological unit this month, Strasburger & Siegel are now equipped to offer the canner better and more thorough scientific service. Their laboratories at 55 S. Gay St., Baltimore, contain all necessary equipment for the chemical analysis of raw materials and manufactured products and for the quality grading of canned foods. They now offer to their clients a complete bacteriological service, including examinations of water and beverages, spoilage determinations, sterility tests and plant surveys. The microscopic examination of tomato pulp, paste, catsup and sauces is carried on in the same department.

Their equipment also embraces a miniature cannery, with packeted kettle, process kettles, closing machine and a high-pressure steam supply. This enables them to carry on a varied degree of experimental work, especially in the development of formulae and new products. During the past several years they have carried a number of products through the experimental state and on to full plant production. Any packer requiring the services of a commercial laboratory will do well to utilize their facilities and the well-grounded experience of their personnel.

GREEN LIMA BEANS FOR MANUFACTURE PRELIMINARY ACREAGE 1930

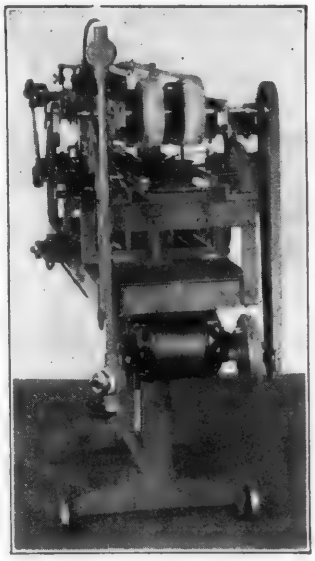
REPORTS from 43 firms giving planted or intended acreage of green lima beans for canning in 1930, compared with harvested acreages in 1929, indicate that these firms will grow 27,229 acres in 1930, compared with 21,872 acres harvested in 1929. For those firms reporting, an increase of nearly 25 per cent over the acreage of last year is indicated.

The table below gives totals, by states, of actual acreages reported by the 43 firms replying to schedules sent out by the United States Department of Agriculture. These acreages are not complete for the several states, due to the fact that this is the first season in which information has been published on lima beans, and reports have not, as yet, been received from all firms handling the crop for canning or manufacture.

Acreage Reported by 43 Firms 1930

State	Harvested in 1929 Acres	Planted in 1930 Acres	Acreage as % of 1929 Per cent
Delaware	6,960	8,762	126
Maryland	2,373	2,595	109
Michigan	3,725	4,487	120
Minnesota	300	920	115
New Jersey	1,400	1,450	104
Ohio	1,339	1,700	127
Virginia	3,270	4,190	128
Other States*	2,005	3,125	156
Total	21,872	27,229	124.5

*"Other States" include Colorado, Georgia, Illinois, Indiana, Pennsylvania, South Carolina, Tennessee, Utah and Wisconsin.



Greater economies and better results are obtained by the use of

KNAPP

Labeler
Casers
Case Sealers

All Kinds of Labels

embossed-varnished-plain

applied easily, rapidly, most efficiently

with the 1930 type

KNAPP LABELING MACHINE

The force-feed (beltless) lap pasting device and other improved features incorporated in KNAPP Labelers effect ***better, easier, faster and more economical*** labeling than ever before.

The FRED H. KNAPP CORPORATION

GENERAL OFFICE AND FACTORY
RIDGEWOOD, NEW JERSEY

ACCURATE PEA GRADES

Mixed sizes in the can is a trouble eleminated by users of the

HYDRO-GEARED PEA GRADER

Resulting in a better profit thru the proper placing of the smaller sizes of peas.

Other impressive features include:

LARGE CAPACITY

THOROUGH WASHING
improving the quality

ACCESSIBILITY of SIEVES

SMALL FLOOR SPACE

Write for circular

The Sinclair-Scott Co.

Wells and Patapsco Sts.
Baltimore, Md.

All Products cooked SUCCESSFULLY, *ONLY* in RETORTS—*No Breakdowns!*
IMPROVED STEEL PROCESS RETORT.
Constructed to use either dry steam or open bath process.

MADE BY

ZASTROW MACHINE CO. INC.

1404-1410
THAMES STREET
BALTIMORE - MD.

SUCCESSORS TO
GEO. W. ZASTROW

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

AN old subscriber writes:

"It seems to me you mentioned some time ago you would describe some time a method of advertising that any canner might use and the expense of which might be decided by the needs of his market. I'd like to have you write more about such a plan."

No doubt I have neglected describing such a plan of advertising because there are so many problems for discussion in the canning trade today that it seems as if we might never get down to the consideration of what we may well do toward the development of markets for our labels to a point warranted by our nearness to them, the care we put into packing, grading and the care with which we surround every step in the growing and sale of them.

Whether we like it or not, we must sooner or later consider how we may more completely and thoroughly introduce our brands to the housewives of the country.

Others are doing it, more will do it and those of us who fail in planning and executing campaigns designed to establish our brands in the minds of the housewives of the country are going to take a back seat on the sales wagon. Even now we can see more of a movement on the part of leading trade publications than ever before for the recognition, by all classes of grocery distributors, of the need for their sale and support of advertised brands.

There is scarcely a brand of canned food on the market, for even only a few years, but what has something of an established demand or consumer acceptance in those markets where it has been sold first and longest. Having this or even lacking it, once the initial sale has been made to the wholesale and retail distributor, what is needed then are reminders to the public that so and so is good food, worth the money asked for it and that it can be used in many different and economical ways.

After all, there are only two principal types of advertising, "selling" advertisements and "reminder" advertisements.

Let's get straight in our minds the difference between "selling" ads and "reminder" ads.

An advertisement headed, "Buy Smith's cornplasters," is a selling ad. One which says, "Smith's cornplasters are made from materials gathered from the four corners of the earth," is "reminder" advertising.

Even a good salesman in person does not always remind his prospective buyer at every opportunity that he should buy, buy, buy.

Advertising is only a form of selling, therefore, we can vary our advertising message and with good effect ask our prospective customers to remember our goods and buy them when needed.

Many of our readers have seen posters eight feet high by four feet wide on the sides of grocery or drug stores or other corner stores.

Your ad can be displayed on such posters and when so displayed, give you decided advantages in advertising that are not offered by many other advertising mediums.

Suppose you inquire from the owners of these boards just what sales arguments they offer as to why their medium should be selected? Here's what they will tell you.

Each advertisement such as we are describing is erected only after the location for it has been approved by the advertiser.

For instance, if you want your ad to appear only on grocery stores, it will be posted only on grocery stores.

Each advertisement is posted nearest to the largest number of stores, or where the greatest number of people will see it each day.

They are not placed in groups.

Each is placed at eye-level. No effort is required to see it as it is directly in the line of vision of passers-by.

Unlike twenty-four sheets, these small posters are applied to the boards on which they are displayed just as wall paper is applied.

You find no dulling of colors such as if often noticed on the larger posters after they are placed on the boards.

The unit of cost of these small posters is small enough to warrant year-round continuity, with a greater number of displays, at lower total cost than occasional runs of larger posters.

These posters provide the means of covering one town or ten thousand in the United States or certain specified parts of any town or city of ten thousand or more population in the United States.

No postings of boards are made until tentative locations of postings have been approved by advertisers' representatives.

All locations with posters up are finally checked by principal's representatives.

The regular service charge includes a monthly renewal of paper (supplied by the advertiser) which permits suiting copy to the season, insures freshness of paper and art work and against monotony.

Corrections or changes are always possible.

Such posters are in a position, eye level, where they can be seen by all residents of a neighborhood.

The locations of such posters, because of the limitations of walls on which they are placed, make it impossible to have long rows or large groups of posters.

Each individual board has little competition from like boards in any given locality.

Plants of the

PHILLIPS CAN COMPANY

Manufacturers of Packers Sanitary Cans

Division of the

PHILLIPS PACKING COMPANY

Packers of HIGH CLASS FOOD PRODUCTS

CAMBRIDGE, MARYLAND, U. S. A.

PHILLIPS SALES CO. Inc.,

BROKERS and COMMISSION

Canned Foods and Canners' Supplies

Located in the heart of Maryland's great packing industry.
Brokers and representatives desired in all markets.
Packers' accounts solicited.

CAMBRIDGE, MD. U. S. A.

Tuc HUSKER

Built and guaranteed by Fay & Scott

"Quality Has No Substitute"

THE UNITED COMPANY

CONTINENTAL TRUST BUILDING

BALTIMORE ∴ MARYLAND

The location of these small, eight by four feet posters, on neighborhood stores or near the point of purchase has a strong influence on prospective purchasers when they are most in the mood for buying canned foods.

As pointed out before, location of your posters may be confined to the sides of grocery stores alone if you think best.

Many locations are only contracted for after the contract with the advertiser has been signed.

This publication offers no particular brief for this type of advertising compared with newspapers, magazines, window displays and other media, but the canner interested in helping distribution in a particular area with strong local advertising support can do well to investigate further than we can outline in this article the merits of the bill posting described in it.

Certainly if the advertiser confines his posting efforts of this type to the placing of posters on grocery stores he has a powerful sales argument for the dealer who has not stocked his goods, prior to the advent of the poster on his grocery store or in the neighborhood.

Certainly the posters described bring a strong buying influence on the housewife just as she is nearest the point where she can buy the goods advertised.

Certainly these posters are seen when the housewife or the prospective purchaser is freest from the distractions of the big crowds, striking window displays in large centers of traffic movement, and when dozens of other attempts are being made on every hand to influence her buying actions. If any reader is interested in learning particularly the cost of this type of advertising for any territory or city, a letter addressed to this department will secure full particulars.

It seems as if such postings insure many advantages to the advertiser that can not be obtained from many other types of advertising.

TRY THIS ON YOUR BULLETIN BOARD

WE have to look cold hard facts square in the face if we are to expect any success in the reduction of the painful experiences called "accidents" and one of the outstanding facts is that *humans* are responsible for the great majority of the unfortunate happenings that bring misery into the lives of so many of our workers.

Once upon a time "machinery" justly shouldered this responsibility but now modern machines are usually protected to such an extent that to become injured the humans who operate them must become careless even to the point of recklessness. Machinery no longer exacts that terrific toll of distress and we must look in the direction of the true source if relief is to be had. Just forget about the effects, the nature of the injuries sustained by those who were injured here in the past and look for the cause, the part the human played to invite the accident, and you will find that it usually is just lack of plain ordinary common sense that causes all the distressful accidents. Lack of the right thought, heedlessness, inattention, insincerity are the real causes.

If we would give sufficient thought to our work and to our surroundings, and to the things we work with, the possibility of becoming injured would be reduced to the vanishing point. Our working hours would become filled with a greater degree of contentment and all of us would be a lot happier.

The safety man who has been successful in reducing accidents in his plant did not get results by merely putting up a few bulletins and a lot of ballyhooing. He got results because he was sincere and was successful in selling his sincerity to the men in his plant.

CHICAGO WAREHOUSE EXPANDS

THESE large operators who have been serving the canning trade in most efficient manner over many years past are undertaking a step of broadening their service and efficiency which will be of general interest to all shippers of canned foods to this market.

With the present day policy of fast turnover of stock being stressed so strongly among buyers the efficient warehouseman is called into the picture in a more important way than ever before.

ANNOUNCEMENT

An expansive reorganization of Griswold & Walker, Inc., becomes effective July 1, 1930. The corporate name of the company, which has conducted a merchandising warehouse business in Chicago for over thirty years, will be changed to Griswold-Walker-Bateman Co. The authorized capital of the enlarged company is increased to five hundred thousand dollars ($500,000), the greater part of which has been subscribed by the previous stockholders of Griswold & Walker, Inc., and by Mr. Floyd L. Bateman and his son, Mr. Donald F. Bateman. Mr. Floyd L. Bateman becomes a director and Mr. Donald F. Bateman will be treasurer of Griswold-Walker-Bateman Co.

The entire warehouse properties owned by the Griswold and Walker Properties Trust, totaling nearly a million square feet of space, located at 15th Street between Halsted and Morgan Streets, and at 43rd and Robey Streets, have been leased to the new company for a long term of years with purchase options.

The officers of Griswold-Walker-Bateman Co. will be: Wellington Walker, president; Herbert W. Verrall, vice-president; Donald F. Bateman, treasurer; James G. Wallace, secretary; Frank H. Chadwick, traffic manager; Roy C. Griswold, chairman of the board; S. H. Verrall, director; Floyd L. Bateman, director.

Mr. Griswold and Mr. Walker will continue active indefinitely in the future management of the company. The organization, however, contains sufficient executive young blood to assure perpetuation and expansion for at least another generation.

WHAT IS THE DIFFERENCE BETWEEN A BOILER HORSE POWER AND A MECHANICAL HORSE POWER?

By W. F. Schaphorst, M. E., Newark, N. J.

CONSIDERABLE confusion exists in the minds of canners regarding this relationship between a boiler horse power and the horse power of an engine or motor. Surprising as it may be, a boiler horse power is 13.2 times as great as a mechanical horse power. Here are the actual figures:

One boiler horse power equal 33,470 B.t. u. per hour.

One mechanical horse power equal 2544.6 B. t. u. per hour.

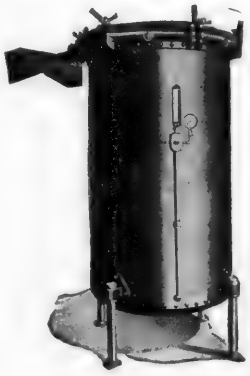
The reason for this great difference is that in the early days, when boilers and engines were first made and used, a 100 horse power boiler was called a 100

Just Three of **21**

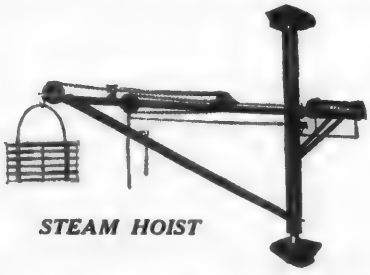
Berlin Chapman Machines

For

The Cook Room



RETORTS
Electric Welded



STEAM HOIST

SPECIAL CRATES for those canners who want full protection for their cans.

BERLIN CHAPMAN CO., Berlin, Wis

BERLIN CHAPMAN
CANNING MACHINERY

"A Single Unit or A Complete Canning Plant"

horse power boiler because of its ability to supply enough steam to run a 100 h. p. engine. A 200 horse power boiler could furnish enough steam to run a 200 horse power engine. And so on.

But boilers are much more efficient now than they were in the days of James Watt. There has been such an improvement that today a 100 horse power boiler will easily take care of a 250 horse power engine. Engines have improved also, but not to the extent that boilers have improved. Therefore, the old relationship no longer holds. But it is, nevertheless, a fact even today that a boiler horse power, according to the modern definition of a boiler horse power, is 13.2 times as great as a mechanical or engine horse power.

It is evident that in the old days, when one boiler horse power produced one mechanical horse power, the efficiency of conversion was only 1 plus 13.2 equal 7.6 per cent. In other words, only 7.6 per cent of the heat energy in the steam was converted into work. Today the best plants show efficiencies that are much greater. According to my files the highest reported record is 27 per cent.

The best types of Diesel internal combustion engines are much more efficient than the most efficient steam plants. It is not uncommon for Diesel engines to produce efficiencies of more than 30 per cent. Records as high as 50 per cent are claimed.

GOVERNMENT SEEKS INFORMATION TO FIX CANNED FOOD STANDARDS

Press Service U. S. Department of Agriculture.

A NEW requirement is placed upon the packers of canned foods with the enactment of the so-called "Canners' Bill," which specifies that all canned foods, except meat and meat products and canned milk, falling below the standards promulgated by the Secretary of Agriculture, must be labeled appropriately.

The Food and Drug Administration, U. S. Department of Agriculture, under which the amendment will be enforced, is already at work formulating the standards which will later be issued by the Secretary. The following letter by W. G. Campbell, chief of the administration, has been issued to the canning trade:

To Whom It May Concern

The Congress of the United States has passed and the President has approved an act commonly known as the "Canners' Bill," designed to amend the Federal Food and Drugs Act of June 30, 1906, by authorizing the Secretary of Agriculture to determine, establish and promulgate from time to time a reasonable standard of quality, condition, and/or fill of container for each generic class of canned foods except meat and meat food products and canned milk. It also authorizes the Secretary to prescribe a form of statement which must appear in a plain and conspicuous manner on each package or label of canned food which falls below the standard promulgated by him, and which will indicate that such canned food falls below such standard. The text of the amendment to the Food and Drugs Act is as follows:

"An Act to amend section 8 of the Act entitled 'An Act for preventing the manufacture, sale or transportation of adulterated or misbranded or poisonous or deleterious foods, drugs, medicines and liquors, and for regulating traffic therein and for other purposes,' approved June 30, 1906, as amended.

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That section 8 of the Act of June 30, 1906, entitled "An Act for preventing the manufacture, sale or transportation of adulterated or misbranded or poisonous or deleterious foods, drugs, medicines and liquors, and for regulating traffic therein, and for other purposes,' as amended, is amended by adding at the end thereof the following:

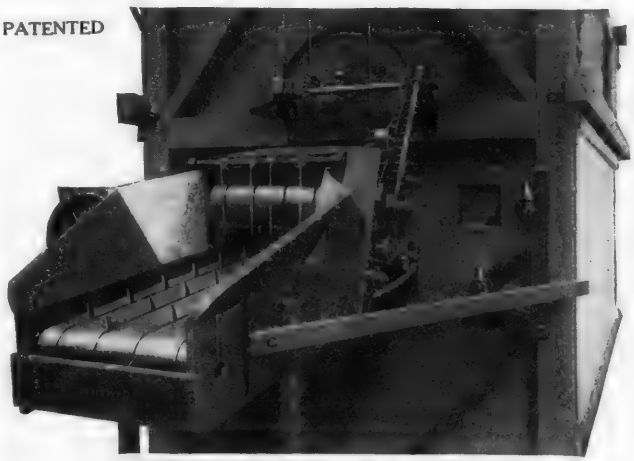
" Fifth. If it be canned food and falls below the standard of quality, condition and/or fill of container, promulgated by the Secretary of Agriculture for such canned food, and its package or label does not bear a plain and conspicuous statement prescribed by the Secretary of Agriculture indicating that such canned food falls below such standard. For the purposes of this paragraph the words canned food mean all food which is in hermetically sealed containers and is sterilized by heat, except meat and meat food products which are subject to the provisions of the Meat Inspection Act of March 4, 1907 (Thirty-fourth Statutes, page 1260), as amended, and except canned milk; the word class means and is limited to a generic product for which a standard is to be established, and does not mean a grade, variety or species of a generic product. The Secretary of Agriculture is authorized to determine, establish and promulgate, from time to time, a reasonable standard of quality, condition and/or fill of container for each class of canned food as will, in his judgment, promote honesty and fair dealing in the interest of the consumer; and he is authorized to alter or modify such standard from time to time as, in his judgment, honesty and fair dealing in the interest of the consumer may require. The Secretary of Agriculture is further authorized to prescribe and promulgate from time to time the fom of statements which must appear in a plain and conspicuous manner on each package or label of canned food which falls below the standard promulgated by him, and which will indicate that such canned food falls below such standard, and he is authorized to alter or modify such form of statement, from time to time, as in his judgment may be necessary. In promulgating such standards and forms of statements and any alteration or modification thereof, the Secretary of Agriculture shall specify the date or dates when such standards shall become effective, or after which such statements shall be used, and shall give public notice not less than ninety days in advance of the date or dates on which such standards shall become effective or such statements shall be used. Nothing in this paragraph shall be construed to authorize the manufacture, sale, shipment or transportation of adulterated or misbranded foods.' "

The amendment becomes effective immediately, and this is to announce that the Food and Drug Administration, which is in charge of the enforcement of the Food and Drugs Act, will begin at once the formulation of the tentative standards of quality, condition and/or fill of container for the more common canned food products. It is the purpose of the Administration in drawing up these standards to seek information from canners, from distributors, both wholesale and retail, and from consumers and consumers' organizations.

Before a final announcement of any standard or standards and of any designation intended to describe products which fall below the standard is made, criticism will be invited from all who are interested. In all instances public hearings will be held.

Ideal Viner FEEDER with Distributor

PATENTED



PATENTED IN U. S. CANADA AND FRANCE

On Every Viner Is Economy

No viner can do satisfactory work when its beaters are obliged to work on heavy mats or bunches of vines.

Separation of the vines by the feeder is, therefore, essential to best results.

Hamacheck Ideal Viner Feeders with distributors are the only feeders that thoroughly separate the vines. The savings effected, over the use of any other viner feeder, are so large that it is not unusual to hear pea packers say that the Ideal Viner Feeders more than save their cost each season.

OVER 2000 IN USE

IDEAL Feeders have been greatly improved during the past two years.

FRANK HAMACHEK MACHINE CO.

Kewaunee, ESTABLISHED 1880. INCORPORATED 1924 Wisconsin

Manufacturers of VINERS, ENSILAGE DISTRIBUTORS and CHAIN ADJUSTERS

SPEED UP FIELD WORK

WITH

SWING'S 5/8 HAMPERS

Economical manufacturing is best effected by using machinery and supplies that will do the job for which they are designed Best and Cheapest. Swing's ⅝ Bushel Tomato Hampers will start your Tomato Canning Operations right because each hamper is Machine Stitched and is Inspected so that Every One we deliver to our customers will do its job Best and Cheapest. Your inquiry will bring us to see you with samples.

Swing Brothers Inc., Ridgely, Md.

COLONIAL BOY COPYRIGHTED

Landreth's Garden Seeds

Before you place your future order, your order for delivery after the 1930 crop is harvested, write us for prices for any variety, in any quantity, for any date of shipment, and we will be glad to quote you.

If there are any spot seeds needed throughout this Spring and Summer, please give us the opportunity of quoting.

Business founded 146 years ago.

D. Landreth Seed Company

BRISTOL, PA.

Copies of this communication are being sent to each commercial canner in the United States of whom the Department has record, to all state canners' associations and the National Canners Association, to the secretaries of wholesale and retail distributors' organizations, and are being issued to the trade and daily papers. The view of consumers' and home economics organizations are being sought through the Bureau of Home Economics of this department. Respectively,

W. G. CAMPBELL, Chief.

NEW RUMANIAN FOOD CONTROL REGULATIONS

NEW regulations for the control of foodstuffs and beverages in Rumania were promulgated by Royal Decree No. 1332 of April 14, 1930, in the Monitorul official No. 90 for April 25, 1930, replacing the regulations of Royal Decree No. 4910 of November 26, 1921, in effect since January 1, 1922, with subsequent modifications, according to information furnished the Department of Commerce by American Commercial Attache Sproull Fouche at Bucharest, Rumania. Although substantially the same regulations are embodied in the new law as in the former law, some changes and some additional regulations have been made.

The following marking requirements have been included in the new regulations:

"Containers for condensed milk, milk powder and milk tablets must bear the following data on the label: the exact specifications of the product, for example, "condensed milk"—pure or sugared—the name and address of the manufacturer, the date of manufacture, the net weight of the contents in grams, the degree of condensation, the weight in grams which must be added to the product in order to obtain a volume of milk equal to that from which the concentrated product is derived. Imported condensed milk, milk powder and milk tablets must comply with these regulations.

The labels on cans containing preserved foodstuffs must indicate and correspond to the exact nature of the product contained in the can and must bear the name of the manufacturer. The date of canning must be pressed on the can."

Further information concerning the above law may be obtained upon request to the Division of Foreign Tariffs of the Bureau of Foreign and Domestic Commerce at Washington, D. C.

NATIONAL SURVEY TO DETERMINE JELLY PRODUCTION

THE first national survey of jelly and preserve production in the United States was begun on June 28 by the Department of Commerce.

The survey is being made by the Foodstuffs Division of the Department at the request of the National Preservers' Association, representing leading jam and jelly manufacturers, it was stated by R. S. Hollingshead, acting chief of the division. The Department's statement says:

Embracing 365 manufacturers known to the National Preservers Association, the jam and jelly industry of the United States does an annual business of $38,000,000, according to figures compiled by the Department's Bureau of Census. It is believed by many in the industry that the time has come for the collection of such statistics as will permit them to plan their future operations on a more effective basis than has been possible in the past.

The desire for more comprehensive and exact statistics is becoming more and more common among the manufacturers of the country, according to Mr. Hollingshead, who states that the Department of Commerce appreciates the desirability and necessity of such figures, and is lending to the preserve industry its facilities for the collection and compilation of the desired information.

A questionnaire, compiled with the advice of a committee of the National Preservers Association, consisting of Marcus Blakemore, C. P. Lathrop, L. C. Steele and Daniel Forbes, is now in the mails, being sent to all the manufacturers in the country of whom the Department has any record. Mr. Hollingshead pointed out that in undertaking a work of this nature much depends upon the hearty co-operation of the members of the industry in the collection of the desired figures.

Questions included in the questionnaire are: Production of all compositions, preserves and jams, jellies, marmalades, fruit butter; whether the preserves are of standard or substantial composition, or imitation; which geographical area of the country likes standard compositions and which likes substandard or imitation; whether the products are distributed direct to chain stores, wholesalers, or direct to independent dealers.

While it is impossible to say at present when the production figures will be available, it is hoped that the task will be completed within four or five months, it was stated.

LEAVES AMERICAN CAN COMPANY

"Sam" Gorsline announces that he left the employ of the American Can Company on July 1st. Sam has taken over the business of the late Jules Wery, who operated under the name of the Automatic Home Can Sealer Company at 549 West Randolph street, Chicago. The Automatic Home Can Sealer Company manufacture and sell an automatic can sealer for home canners and institutions as well as selling tin cans and supplies to the same trade.

Sam has been at the research laboratory of the American Can Company at Maywood for two years, and his training will prove valuable in serving the home canners in his new connection.

Sam is secretary and treasurer of the Old Guard Society of the Canning Industry. He has assisted John Hanna at the last two National Conventions in putting over the machinery exhibit.

REVISED TARIFF IN VENEZUELA EFFECTIVE JULY 1

THE Venezuelan tariff act has passed both houses of Congress and became effective July 1, 1930, according to information furnished the Department of Commerce by Assistant Trade Commissioner Rolland Welch, at Caracas. The new rates will apply on goods shipped after the effective date, but goods shipped before that date are dutiable under the old tariff, 30 days being allowed for shipments en route at the time of the new tariff becoming effective. Its purpose is obviously to clarify the tariff classifications, since few changes in the rates of duty have been made.

Of particular importance to readers of this release are the additions to the list of prohibited goods, all food preparations containing tomato sauce in metal containers and whole tomatoes in metal containers having been placed on the list.

The Growth *of* American Cities *depends upon the* Tin Can . . .

The tin can is one of the greatest forces in the growth of American Cities. For, without it the shipping, storing and delivery of food to millions of homes would be seasonable and limited. The tin can brings all the freshness of fruits and vegetables into the home . . . the year 'round . . . whether it be in a house by the side of the road or a pent house atop the sky line of New York. Heekin Cans and Heekin Personalized service are pleasing hundreds of canners. Can we be of service to you? The Heekin Can Co., Cincinnati, Ohio.

HEEKIN CANS

News Around The Industry

The doings of canners and others in all sections of the country — A family chat of every day happenings.

Remodeling Completed, An Invitation—The Bayfield Canning Company, Bayfield, Wisconsin, writes: "The work of remodeling our plant is about completed. Some old machinery has been replaced and new machinery added for greater capacity. The appearance of the plant has been changed inside and out. We do not want our old friends to pass us by just because they do not recognize the place. We assure all of our friends that when they are in Northern Wisconsin the old welcome sign still hangs in the same place."

Doubles Capacity—The Fairfax cannery of the South Carolina Packing Corporation, canners of South Carolina iodine products, has doubled its plant capacity this year.

Will Not Rebuild—The cannery of the McBrayer Canning Company, Lawrenceburg, Kentucky, which was destroyed by fire March 15th, will not be rebuilt this year. All contracts with growers have been cancelled.

Prison Cannery to Be Replaced—Construction of a new canning factory at the Indiana State Farm, Putnamville, to replace the one destroyed by fire recently, will begin in a few days. The new building will be of brick manufactured at the State Farm. All of the old equipment, with the exception of the boilers, will have to be replaced.

Horses for Canning—5,000 wild horses have been shipped to Portland, Ore., canning factories by wranglers operating in the Owyhee range in Idaho, Nevada and Oregon. A large number have been shipped to Butte, Montana. The horses are being taken from the range to save the feed for more valuable stock and to prevent spread of a disease which has attacked some of the animals in other localities. The horse meat is canned for dog and cat food.

Increasing Capacity—The Rockcastle Canning Company, Brodhead, Kentucky, has built an addition giving an extra 1800 feet of floor space. Some new equipment has also been added this season.

Touring Far West—M. A. Bliss, president of the Orlando Canning Company, whose brand of canned grapefruit is so well known, was a recent visitor at San Francisco. He is making a motor tour of the Far West, accompanied by his family.

Jones Elected Treasurer California Packing—H. L. Jones, formerly assistant treasurer of the California Packing Corporation, San Francisco, Cal., has been elected treasurer, succeeding A. L. Woolams, resigned. John G. Larson has been named comptroller of the corporation. A bond issue of $15,000,000 five per cent convertible debentures is reported likely. This concern has done no public financing since its organization in 1916 and has carried on development work out of surplus earnings.

Foreign Visitor—Sally Becker, president and principal owner of S. Becker, Ltd., Berlin, Germany, is a visitor at San Francisco on a tour of the world. While in Northern California he will make a survey of canning and packing methods and confer with officials of leading firms catering to export trade. He suggests that California products will reach a great market in Germany if linked with a German packing and distributing connection.

Moved—The C. E. Cumberson Company, manufacturers' agents, San Francisco, Cal., has moved into a splendid new home at 142 Drumm street.

CANCELLATION OF NORWEGIAN SARDINE CANNERS' PRICE AGREEMENT

ACCORDING to press dispatches, information concerning which was forwarded to the Department of Commerce in a cable dated July 2, 1930, from American Consul George Orr at Stavanger, the Norwegian Sardine Canners' Price Agreement, was cancelled effective July 2, by a meeting at Trondhjem representing about one hundred canning firms. The Price Council was authorized to conduct the necessary dissolution proceedings. Confirmation of the report was obtained by the Consulate at Stavanger from the Secretary of the Canners Association.

RUSSIA SETS UP CANNING FACTORY FOR SWEET CORN

From The Chicago Daily Tribune.

RUSSIA is setting up a model corn canning factory this year through installation of American machinery, which makes the Russian government the first outside of the United States and Canada to begin the canning of corn, according to information from machinery manufacturers who have sold the equipment.

Several American experts have been hired to oversee this project. It is not expected the factory will be completed in time for operation in 1930.

Capacity of the plant will be between 50,000 and 65,000 cases in a season, or requiring 1,000 to 1,200 acres if the Russian farmers are able to equal sweet corn production of the North Central States. In the United States three principal canned foods, peas, corn and tomatoes, comprise 18 per cent of the gigantic canning industry, producing around $775,000,000 worth of foods per year, according to government figures.

ARTISTIC LABELS

PLAIN.
VARNISHED.
EMBOSSED.

THE
SIMPSON & DOELLER
CO.
BALTIMORE, MD.

FINDLEY'S

Pastes
Glues
Gums

For every purpose.

Write for samples and prices

The F. G. Findley Company
387 Tenth St., Milwaukee, Wis.

A-B Continuous Cookers

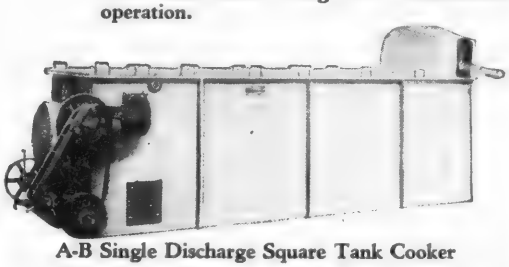
An A-B Cooker will solve your process room troubles and make it possible for you to produce a pack of uniform quality at the lowest labor cost

A-B Variable Inlet Round Shell Cooker with Cooler

THE highest development of the Low Pressure Cooker art. A-B Round Shell Cookers are rapidly displacing all other types of cookers throughout the California canned fruit industry. The Round Shell Machine is also available in a single inlet type with or without cooler, especially suitable for tomatoes and tomato products.

Features of the Round Shell Cooker are:

1. Safety feed preventing damaged cans from going into machine.
2. Precision parts permitting high speed operation.
3. Several safety features preventing denting and damaging cans.
4. Catch groove or ditch in bottom permits quick removal of any foreign material that may get into Cooker.
5. Heavy construction — 3/16" steel body, 1/4" steel ends — long life — economical operation.



A-B Single Discharge Square Tank Cooker

Made also with variable discharge and with or without Cooler as required. Machine illustrated is made in three standard sizes at surprisingly low prices, holding 600, 750 and 900 cans respectively, handles No. 2, No. 2½ and No. 3 cans without change. Designed for tomatoes but suitable for most fruits too.

Let us send complete details of an A-B Cooker to suit your requirements. Please clip, fill in and mail the attached coupon today.

Sprague-Sells Corporation
Division of
Food Machinery Corporation
308 West Washington Street Chicago, Ill.

Sprague-Sells Corporation
308 West Washington Street
Chicago, Illinois

Please send us quotation and full details of an A-B Cooker to handle our pack of ..... in ..... size cans, at the rate of ..... cans per minute.

Name .....

Address .....

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—200, 250 and 300 gal. Copper Steam Jacketed Kettles, in A-1 condition, complete with frame and valves.
Two 300 gal. Jacketed Copper Kettles.
The above items are all in good condition, and are offered because of changes that are being made in my equipment.
Address Box A-1690 care of The Canning Trade.

FOR SALE—Double Morral Huskers, guaranteed good as new. Also; all roller chain Peerless Huskers, guaranteed in good operating condition.
Address Box A-1741 care of The Canning Trade.

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.
Kettle Manufacturers . . Established 1876

FOR SALE—One Morgan Nailing Machine, complete with motor.
Campbell Soup Co., Camden, N. J.

FOR SALE—1 475 can Souder Continous Cooker for No. 2, 2½, 3 cans, in good condition.
Fogg & Hires Co., Salem, N. J.

FOR SALE—One Second hand 8 h. p. Horizontal Engine in good condition. Will stand inspection. Price $100.00.
Willard Moore, Pearson, Md.

USED PIPE—First class re-conditioned pipe, black and galvanized, any size. Cut to order or random lengths.
ALSO
Structural steel, pulleys and shafting.
Maryland Pipe & Steel Corp.
Ostend & Scott Sts., Baltimore, Md.

Wanted—Machinery

WANTED—Good used Label Perforator cheap.
Address Box A-1765 care of The Canning Trade.

For Sale—Miscellaneous

FOR SALE—4000 cases 48/5 oz. Standard Oysters, New Pack, excellent quality, will sell cheap. Wire or write
P. O. Box 1624, New Orleans, La.

For Sale—Factories

FOR SALE—Grapefruit Canning Plant, fully equipped at Auburndale, Florida. On switch both Atlantic Coast Line and Seaboard Air Line Railroad. Capacity over 100,000 cases.
Edmund Rushmore, Singer Bldg., New York City.

Help Wanted

WANTED—Closing Machine Service Men. We require a number of men thoroughly experienced in setting up and operating Closing Machines, also experienced on automatic can making machinery, highly desirable permanent position for A-1 men. Write fully giving experience and salary.
Address Box 982, 303 W. 42nd St., New York City.

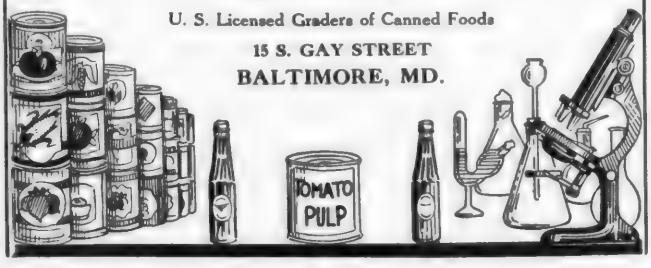
WANTED – A high grade Catsup and Soup Cook, state salary and experience.
Address Box 1764 care of The Canning Trade.

Situations Wanted

POSITION WANTED—As Manager or Superintendent packing a line of mostly all fruits and vegetables. Have about 20 years experience in canning. Am also a machinist and can superintend building and fitting out complete canning factory.
Address Box B-1757 care of The Canning Trade.

POSITION WANTED—By man who has had 14 years experience with Max Ams Closing Machines for round cans. Also experienced on automatic Can Making Machines; can also rebuild them. Best references.
Address Box B-1763 care of The Canning Trade.

STRASBURGER & SIEGEL
Consultants to the Canning Industry
CHEMISTS, BACTERIOLOGISTS
Spoilage Investigations
U. S. Licensed Graders of Canned Foods
15 S. GAY STREET
BALTIMORE, MD.



J. Harry Cain
Merchandise Broker
Canned Foods a Specialty
Phoenix Building, -:- Baltimore, Md.

Bargains

We have the following rebuilt, traded-in and repossessed equipment for sale at great savings. This is your chance to fill in your line with a real bargain machine backed up by a manufacturer who you know cannot afford to offer anything that is not absolutely O. K.

All machines listed are offered subject to prior sale. Better wire your order.

1 1928 Peerless Single Husker, nearly good as new..... $300.00,
2 Cuykendall Corn Mixers, rebuilt, good as new..... $300.00
1 Sterling Automatic Corn Mixer, rebuilt, good as new..... $1000.00
1 300 Gallon Blending Mixer, slightly used, good condition..... $250.00
1 24 Ft. Cut Corn Elevator, excellent condition..... $160 00
1 8 Reel Ferrell Wood Frame Pea Grader, good condition $600.00
1 Ayars Perfection Pea Filler for No. 10 cans, slightly used..... $900.00
1 M & S 6 Cylinder Old Style Filler without No-Can-No-Fill for small cans only, completely rebuilt..... $600.00
1 Hayward Can Drainer for No. 2 cans only..... $350.00
1 Knapp Labeling Machine, adjustable for 4x4⅞", 4¼x5¼", and No. 5 malt cans, complete with motor. Brand New... ..... $825.00
1 Hoopeston Beet Steamer, brand new, price on application.
1 Lewis String Bean Cutter for ⅞" cut, slightly used..... $200.00
1 Zastrow Mitchell Pineapple Grater, double machine with steel saws, new..... $300.00
1 A-B Can Cooler, capacity 540 No. 2 cans, very slightly used..... $1450.00

All of the prices quoted are f.o.b. Hoopeston, Illinois. Terms Net. Send us your order today for the machines you need and get first chance at these bargains.

SPRAGUE-SELLS CORPORATION
Div. of Food Machinery Corporation
308 West Washington Street
Chicago, Illinois

He was a wise old packer --

who said, *"It's better to have full insurance and not need it than to* ***NEED IT AND NOT HAVE IT."***

The low net cost of fire insurance through

CANNERS EXCHANGE
Subscribers
at
WARNER INTER-INSURANCE BUREAU

makes full protection the only wise course.

Safeguard your business, protect your associates and assure your future operations by keeping increasing values fully covered with additional insurance.

Wire, write or phone your orders direct to

Lansing B. Warner
Incorp., Atty.
155 East Superior St.
Chicago, Illinois

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

Can prices
1930 season

The American Can Company announces the following term contract prices, F.O.B. its factories, for Standard Sizes of Sanitary Cans for the Central and Eastern parts of the United States.

No. 1 size	$14.85 per M.
No. 2 size	20.67 per M.
No. 2½ size	26.06 per M.
No. 3 size	28.14 per M.
No. 10 size	62.21 per M.

AMERICAN CAN COMPANY
CONTAINERS OF TIN PLATE - BLACK IRON - GALVANIZED IRON - FIBRE
METAL SIGNS AND DISPLAY FIXTURES
CANCO

⅝ Field Hamper

Are You Losing Money By Using Field Crates?

We do not know of a single canner who has used the ⅝ field Hamper who has changed back to crates.

Our long list of pleased customers is our best salesman.

Planters Mfg. Co., Inc.
Portsmouth, Va.

"BLOOD TELLS"

PEAS—BEANS

SWEET CORN

ROGERS BROS. SEED CO.
BREEDERS and GROWERS
CHICAGO, ILL.

SHOULD BE
In Every Cannery Office
"A Complete Course in Canning"
As an insurance against loss

Published by
THE CANNING TRADE
Baltimore, Md.

"IT"

Hammer out those dents (**IT** won't chip).
Paint **IT** again with C.M.C. (It's rust resistant and won't peel)
Let water stand in **IT** a week (**IT** won't warp)
Throw **IT** on the floor, hard (**IT** has a strong seamed edge that protects the bottom)
Yank **IT** off the hook (**IT** has a heavy bail & quadruple rivet ears that will hold)
Stack it to the ceiling (**IT** will nest without sticking)
Fill **IT** to the brim (**IT** gives full capacity)
IT, by the way is the C.M.C. double coated pail that actually has all of the above features.

EXCLUSIVE SALES AGENTS EXCEPT INDIANA
SPRAGUE-SELLS CORP.
CHICAGO, ILL.

F. H. LANGSENKAMP COMPANY

ANDERSON-BARNGROVER MFG. CO.
SAN FRANCISCO, CALIF.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co.
New York prices corrected by our Special Corespondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

ASPARAGUS* (California)	Balto.	N.Y.
White Mammoth, No. 2½	.....	.....
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.20
Peeled, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	2.65
Medium, No. 2½	.....	2.70
Small, No. 2½	.....	2.65
Tips, White, Mammoth, No. 1 sq.	.....	8.00
Small, No. 1 sq.	.....	8.00
Green Mammoth, No. 1 sq.	3.40	3.40
Small, No. 1 sq.	2.80	2.90
BAKED BEANS‡		
Plain, No. 1	.60	.65
No. 2	.....	.....
No. 3	.....	.....
In Sauce, 18 oz.	.75	.80
No. 1	.60	.....
No. 2½	1.40	1.50
No. 10	4.25	4.75
BEANS‡		
Stringless Stand. Cut Green, No. 2.	.80	.90
Standard Cut Green, No. 10.	4.00	5.00
Standard Whole Green, No. 2.	.....	.....
Standard Cut Wax, No. 2.	.90	1.15
Standard Cut Wax, No. 10.	.....	.....
Red Kidney Standard No. 2.	1.00	1.10
Standard, No. 10.	4.75	Out
LIMA BEANS‡		
No. 2, Tiny Green	.....	.....
No. 10	.....	.....
No. 2, Medium Green	1.80	.....
No. 10	.....	.....
No. 2, Green and White	1.35	1.45
No. 10	.....	.....
No. 2, Fresh White	.....	.....
No. 10	8.50	9.00
Soaked, No. 2	1.05	.....
BEETS‡		
Baby, No. 2	1.75	1.85
8-15, No. 2	.....	.....
15-20, No. 3	1.50	.....
Cut, No. 2	1.15	1.20
Cut, No. 10	4.50	.....
Whole, No. 10	4.50	5.00
Diced, No. 10	4.50	.....
CARROTS‡		
Standard Sliced, No. 2	.95	1.05
Sliced, No. 10	4.50	5.00
Standard Diced, No. 2	.95	.....
Diced, No. 10	4.50	5.00
CORN‡		
Golden Bantam, Fancy No. 2	.....	1.40
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy No. 2	1.15	1.25
Extra Standard, No. 2	1.10	1.20
Standard, No. 2	1.05	1.15
Standard, No. 10	.....	.....
Crushed, Fancy No. 2	1.05	1.15
Extra Standard, No. 2	.95	.....
Standard, No. 2	.87½	.92½
Standard, No. 10	5.00	5.50
HOMINY‡		
Standard Split, No. 3	1.10	1.20
Split, No. 10	3.25	3.75
MIXED VEGETABLES‡		
Standard, No. 2	.95	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	1.15
No. 10	5.00	5.50
OKRA AND TOMATOES‡		
Standard, No. 2	1.40	1.45
No. 10	6.50	.....
PEAS‡		
Petit Pois, 1s	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.80
No. 2 Fancy Alaskas, 2s	.....	1.75
No. 3 Fancy Alaskas, 2s	.....	1.45
No. 3 Fancy Sweets, 2s	.....	1.45
No. 4 Fancy Sweets, 2s	.....	1.40
No. 5 Fancy Sweets, 2s	.....	1.30
No. 3 Std. Alaskas, 2s	1.10	1.02½
No. 4 Std. Alaskas, 2s	1.05	1.00
No. 5 Std. Sweets, 2s	.....	1.05
No. 3 Std. Alaskas, 10s	6.00	5.75
No. 4 Std. Alaskas, 10s	5.75	5.50
No. 4 Early June, 1s	67½	.....
PUMPKIN‡		
Standard, No. 2½	1.00	.....
No. 3	1.25	1.35
No. 10	3.75	3.25

CANNED VEGETABLES——Continued

SAUER KRAUT‡	Balto.	N.Y.
Standard, No. 2	.95	1.05
No. 2½	1.05	.....
No. 3	1.10	.....
No. 10	3.50	4.00
SPINACH‡		
Standard, No. 2	.85	.90
No. 2½	1.20	.....
No. 3	1.30	1.35
No. 10	4.00	3.75
SUCCOTASH‡		
Standard Green Corn, Dried Limas, No. 10	.....	.....
Standard Green Corn, Dried Limas, No. 2	1.25	1.30
(Triple) No. 2 (with tomatoes)	.....	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B.	.....	.....
No. 2½	1.65	†1.65
No. 3	1.70	†1.70
No. 10	.....	.....
TOMATOES‡		
Extra Standard, No. 1	.....	.70
F. O. B. County	.....	.70
No. 2	.90	.....
F. O. B. County	.90	.....
No. 3	1.50	.....
F. O. B. County	1.45	.....
No. 10	.....	.....
F. O. B. County	4.25	.....
Standard, No. 1	.50	.....
F. O. B. County	.50	.....
No. 2	.85	.....
F. O. B. County	.80	.87½
No. 3	1.40	.....
F. O. B. County	1.37½	1.50
No. 10	4.25	.....
F. O. B. County	4.00	4.40
TOMATO PUREE‡		
Standard, No. 1, Whole Stock	.55	.60
No. 10, Whole Stock	4.25	4.60
Standard, No. 1 Trimmings	.50	.52½
No. 10 Trimmings	4.00	.....

Canned Fruits

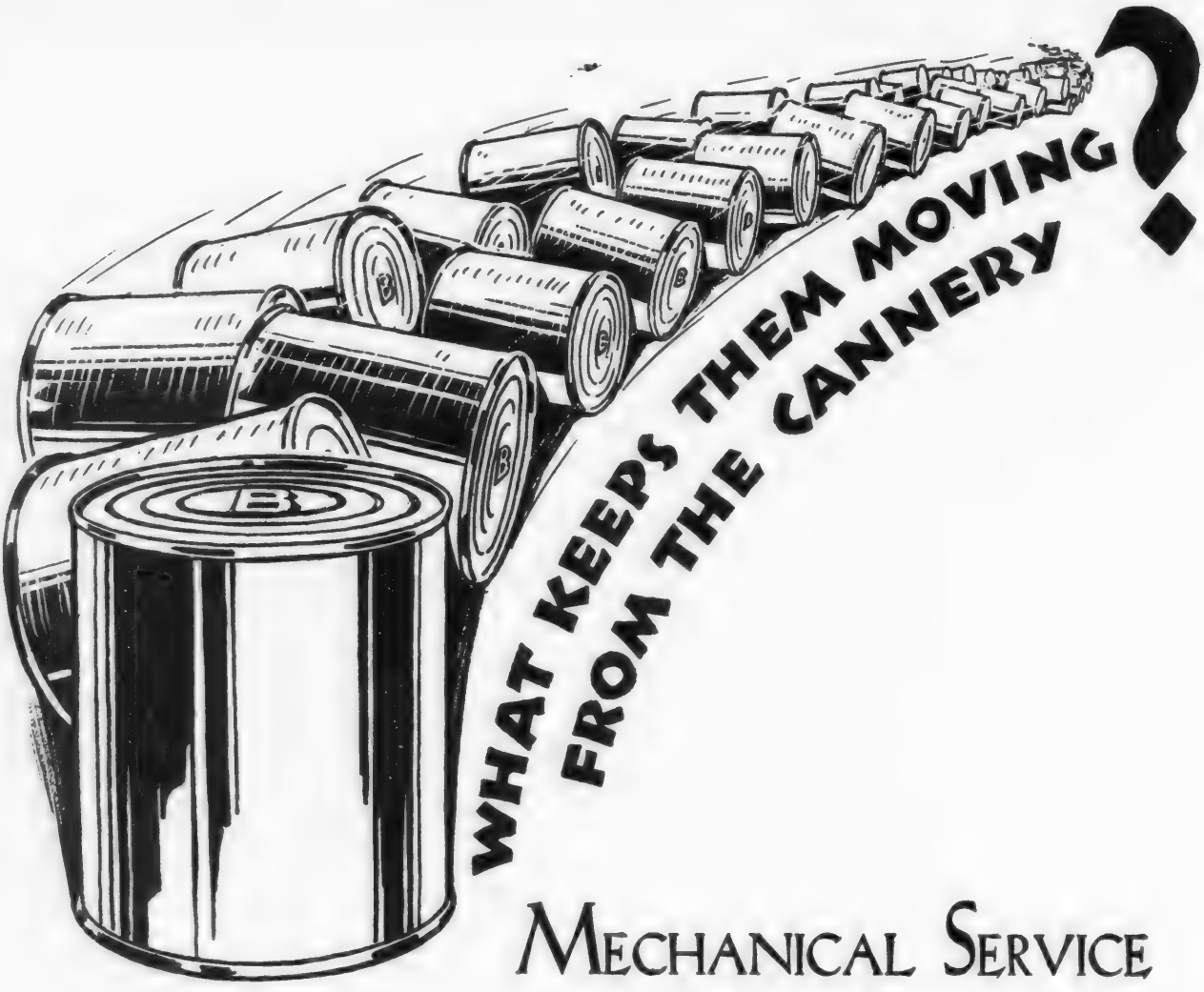
APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	4.00
Pennsylvania, No. 10, water	3.75	.....
Pa., No. 3	1.50	.....
Pa., No. 10, solid pack	4.50	4.75
APRICOTS* (California)		
Standard, No. 2½	1.80	2.15
Choice, No. 2½	2.25	2.75
Fancy, No. 2½	.....	3.00
BLACKBERRIES*		
Standard, No. 2	1.35	.....
No. 3	.....	.....
No. 10, water	7.25	7.80
No. 2, Preserved	.....	1.75
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	2.60
No. 10	14.25	12.50
CHERRIES*		
Standard, Red, Water, No. 2	1.40	1.50
White Syrup, No. 2	1.75	1.85
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	10.00	14.00
California Standard 2½	3.10	3.25
Choice, No. 2½	3.40	3.50
Fancy, No. 2½	.....	3.75
GOOSEBERRIES*		
Standard, No. 2	.....	1.20
No. 10	.....	5.25
GRAPE FRUIT JUICE*		
No. 1	1.15	.....
No. 5	5.00	.....
PEACHES*		
California Standard, No. 2½, Y. C.	1.85	2.00
Choice, No. 2½, Y. C.	2.20	2.15
Fancy, No. 2½, Y. C.	.....	.....
Extra Sliced Yellow, No. 1	1.50	1.30
Seconds, Yellow, No. 2	.....	.....
Pies, Unpeeled, No. 2	.....	1.20
Peeled, No. 10	5.50	5.75

CANNED FRUITS—Continued

PEARS*	Balto.	N.Y.
Standards, No. 2, in syrup	1.10	.....
No. 3	1.60	.....
Seconds, No. 3, in water	.....	.....
No. 3, in Syrup	.....	.....
Extra Standards, No. 2, in Syrup	1.25	.....
No. 3	1.75	.....
California Bartletts, Standard 2½	2.40	2.95
Choice	3.50	3.30
Fancy	.....	.....
Standard, No. 10	.....	9.25
PINEAPPLE*		
Hawaii Sliced, Extra, No. 2½	2.75	2.90
Sliced Standard, No. 2½	2.65	2.60
Sliced Extra, No. 2	.....	2.50
Sliced Standard, No. 2	.....	2.25
Grated, Extra, No. 2	.....	2.00
Shredded, Syrup, No. 10	.....	8.50
Crushed, Extra, No. 10	.....	13.00
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	4.00	3.65
No. 10s	14.75	12.75

Canned Fish

HERRING ROE*		
10 oz.	1.00	1.15
16 oz.	1.40	1.50
17 oz.	1.40	1.50
19 oz.	1.50	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	4.05
¼-lb. cases, 4 doz.	.....	2.20
OYSTERS*		
Standards, 4 oz.	1.25	1.30
5 oz.	1.35	1.40
8 oz.	2.50	.....
10 oz.	2.70	2.80
Selects, 6 oz.	2.50	.....
SALMON*		
Red Alaska, Tall, No. 1	3.50	2.85
Flat, No. ½	.....	.....
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. 1	1.50	1.35
Columbia Flat, No. 1	.....	1.35
Flat, No. ½	.....	1.55
Chums, Tall	1.45	1.50
Medium, Red, Tall	.....	2.15
SHRIMP*		
Dry, No. 1	1.65	1.65
Wet, No. 1, Large	1.80	1.65
SARDINES* (Domestic), per case		
¼ Oil, Keyless	.....	†3.50
¼ Oil, Decorated	.....	†4.75
¼ Oil, Tomato, Carton	.....	.....
¼ Mustard, Keyless	.....	†3.50
¼ Oil, Carton	.....	†4.50
¾ Mustard, Keyless	.....	†3.10
California, Oval, No. 1	.....	†3.15
TUNA FISH* (California), per case		
White, ¼s	.....	.....
White, ½s	14.00	9.50
White, 1s	.....	17.50
Blue Fin, ½s	.....	7.50
Blue Fin, 1s	.....	14.50
Striped, ½s	.....	6.75
Striped, 1s	.....	12.00
Yellow, ½s	.....	7.50
Yellow, 1s	.....	14.00



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are just as good as cans are made . . but the service that backs them is, for numerous reasons, closer to your own ideals when emergencies arise.

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. . just a bit of exercise for our own emergency man.

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BOYLE PLANT · 811 S · WOLFE ST · BALTIMORE · MD ·

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, JULY 21, 1930

WEEKLY REVIEW

Heat Goes But Drought Remains — Beans Have Suffered and Are Short Pack — Corn Quiet — No Use Cutting Prices—Trouble-makers Somewhere.

THE GROWING CROPS—The Central West has come out of the oven of extreme temperatures, in which it found itself last week and the early part of this week, but the drought has not been relieved, except in a very small manner in some few localities. The intense heat and the long drought were playing havoc with all canners' crops, and the trouble is not over as yet. The daily papers have told you of the extreme temperatures, running as high as 118 degrees in some sections, and you possibly noted that an Agricultural Experiment Station report from Kentucky said that half of the growing crops had been destroyed in that State. The early tomato crop, on which the Ozark canners counted to get early canned tomatoes onto the market, has been ruined, and they are crying for rain out there. The temperatures have gone down, but the rain has not come down.

And what is true of the Central West, and its great corn, tomato, bean and other canning crops, is true to a greater or less extent in every section of the country as we write: heat and a long dry spell are hurting or at least hindering all crops. The good rains which this Tri-State and surrounding territory enjoyed, as reported in recent weeks, have been absent this past week, and things are dry, awful dry. It has seemed to us that we have had an unusual amount of high to steady winds all spring and summer, and the result is that as soon as a good rain finished, the sun came out hot, and these winds dried up the soil almost immediately. Soils and pastures and lawns are baked hard and dry as a bone today, and food crops are suffering similarly.

Beans—String beans have possibly suffered more than any other crop, as they were in the making, and the heat and dryness hit the vines and hurt the crop. Fields of these now look desolate.

In this fact you will recognize the reason for the sudden jump in raw string bean prices on the open market, and about which canners were complaining last week. It is now said that the crop hereabouts will not exceed 60 per cent. And yet canned standard cut stringless beans are selling at 75c today. On the wholesale market stringless beans are quoted at $1 to $1.25 per bushel for the better grades, and at 50c to 75c for the poorer stuff. A canner would have to be a magician to make a profit on such beans at the present market prices. Up in Pennsylvania they report the outcome of the crop only a little better than half, but that the quality is very good. They need rain also. In New York State the crop is coming on nicely, both in quantity and quality, as they seem to have been more fortunate than other sections in the matter of good rains this season. Out in the Ozarks they have finished what they intended to be a good, big pack of stringless beans, and it has proved to be a great disappointment. They fear they will not have enough to fill future orders. Wisconsin has a good crop and is getting a good pack of fine quality.

Corn—The canned corn market is very quiet, with very little buying of any kind, but it is holding fairly firm at the prices. Buyers profess to believe that there will be a very large pack of corn this season, and the crop seems to be in quite good condition, though it is beginning to need rain also. Corn can stand more heat than other crops, but it needs rain, and that very soon. You will note this in your crop reports also. Spot supplies of canned corn are reported very low everywhere, but that fact seems to have no influence upon this market.

Beets—New packed beets are now on the market and moving fairly well. There was a big acreage planned for this product, but it was somewhat curtailed, and the crop had not been making any too good progress. Market prices remain unchanged on our market page.

Peas—There has been no particular change in the situation of the pea crop or pack since our last. Wisconsin and New York are drawing to a close on their canning operations, though the sweets may hold out for a short while yet, dependent upon the kind of weather they meet. This hot, dry weather quickly winds them up and rushes them to the factories.

Once more a few peas are breaking into quotation in this market, and, considering all conditions, the prices ought to be attractive; but apparently no price is attractive on any item at present. That is the mistake the holders of spots of any kind have been making: to think that by reducing prices buying can be forced. Cut prices will not tempt the buyers; nothing will, apparently, and therefore why cut the prices, unless you are caught and forced to do so. Some of the hungry brokers are beginning to talk about cutting canned foods prices down to pre-war levels as a necessity to induce business. Very nice for them, but not for the canners, who cannot produce the goods at the old selling prices. And even if the canners should be that foolish, it would not put any buying impetus into the situation. We are told by the Government officials and the newspapers that business conditions are improving, and that business is getting better, but there must be some melancholy devil, or clique of them, going about among buyers spreading dismal stories and predictions of all sorts of trouble. Whether it is the bankers—and it does not look like them—or just who it is that is doing this bad work we can't say, but it is what is affecting all buying, and slowing down business. If there is trouble it is mainly mental, or, as they say, a physiological state of mind, but whatever it is it is hurting all business, as it is causing all buyers to hesitate and to go slow, and there seems to be no good reason for such inaction, especially as regards canned foods. A little more of it will produce the very panic they profess to fear, but we are not in a panic now, nor anywhere near one.

Tomatoes—The market continued without interest as in the past, with very little buying, and that in the smallest possible units. We have the unique spectacle of a rapidly dwindling spot supply with market prices declining faster than the supply. No. 2s are quoted now at 77½c, 75c and possibly less, whereas in the past few weeks they confined such prices to rumors, or if they made them kept very quiet about them. Here is just another record gone wrong: instead of a record-high market price on canned tomatoes, due to the greatest scarcity of them in history, we have a low, weak-price market. This famous year of 1930 is running up a long list of disappointed hopes or expectations, and we will not be surprised if one more will be added to it: the huge crops and packs predicted last January.

Outside of the staples there has been very little, if any, demand for canned foods of any kind this week, and not much for the staples. Slow business and difficulties in collections are given as the cause, and they will have to be accepted.

The naming of fruit prices on the Coast has opened up that market, but not as actively as canners hoped for. It seems the growers and the canners have reached a basis of understanding on prices for the raw fruits, peaches and pears, and that canning, which is about ready to begin, will go on, upon a restricted basis, so as to protect both interests.

It seems like a shame that they can raise enough peaches to pack 20,000,000 cases in California alone, and yet are not able to market them, not over 13,000,000 cases, without causing losses to the canners. Here is a marketing problem that should be solved. There is something radically wrong somewhere, and it ought to be remedied. The consumer market is there; the people could easily eat these 20,000,000 cases of peaches and more, just as they could eat 30,000,000 cases of tomatoes, and similarly of other products. We have increased the consumption of canned fruits, but not as much as we should have, and we have not increased the consumption of canned vegetables during the past ten years and more. Everything else has increased in this country, but not canned foods. Why?

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

Pineapple Leads in Market Interest—Salmon Causes Some Interest—Some New Fruit Prices—Tomatoes Unchanged—Peas Quiet—Watching Corn Crop Reports—Expect Prices on Blueberries.

New York, July 17, 1930.

PINEAPPLE FEATURES—Hawaiian pineapple of the new pack has held the market spotlight this week, following the announcement of opening prices during the previous week. Opening prices were received with mixed sentiment by buyers in the local market, and the situation here is said to be representative of that at other principal distributing centers. Private label distributors have booked a fair volume through confirmation of S. A. P. orders previously placed, but there has been relatively little buying as yet of packers' brands, and the general tendency appears to be to hold off until the pack is more clearly defined from the volume standpoint. Featured brands, distributors believe, are priced at unusually attractive levels this year, in comparison with the less-known canners' brands, and much of the buying, aside from that for private labels, is expected to center on the more known brands which have a definite "consumer appeal" already established.

Aside from pineapple, the market was a sluggish affair during the week under review, with little important news, aside from a weakening in the position of Alaska pink salmon.

Corporation Quotes Pineapple—The California Packing Corporation's opening prices on summer pack pineapple were made public during the week. The quotations on Del Monte brand show slight differentials above those of packers' brands, and the attractive price quoted on the Corporation's featured brand has developed considerable sentiment favorable to the Corporation on this item. A statement by R. M. Barthold, president of the California Packing Corporation, during the week, indicated the great popularity which canned pineapple has attained. The Corporation this year, he said, will pack approximately 2,250,000 cases in the Hawaiian Islands, 50,000 cases in Haiti, and 150,000 cases in the Philippines. Practically all of the Haitian production is for export. Should consumption of canned pineapple continue to gain at the present rate, Mr. Barthold said, the Corporation will increase its joint pack from Mauai and Hawaii to 3,000,000 cases a year within the next five years, the Philippines outturn to approximately 1,000,000 cases per annum, and its Haitian operations to between 250,000 and 300,000 cases yearly. Opening prices on fancy 2½s sliced this year are 40c per dozen under those named last year, which augurs well for continued increasing popularity of this fruit.

Salmon—Pink salmon has shown a flurry of weakness, with a considerable volume of business reported booked at Seattle on the basis of $1.10 per dozen, f. o. b.

This price is considerably under recent quotations, and it is reported that following the moving of considerable stock at the $1.10 price the market has moved back to a range of $1.20 to $1.25 per case, f. o. b. Pacific Coast. There is a considerable carryover of pinks on the Coast, and buyers are operating hand to mouth, expecting further price cuts. The market for chums is also affected by an over-supply, and business has been done this week at $1.00 per dozen, coast, about 10 to 15 cents under recent quotations. Reds are holding up well, both in primary markets and on spot, and movement into consuming channels is seasonably heavy in the East.

California Fruits—A number of independent California packers named tentative opening prices on new-pack peaches and apricots during the week, but there has been little business booked as yet. Distributors are inclined to wait until the Corporation and the other larger factors have made known their price views for the new season before they contract in a large way. Notwithstanding reports from California indicating that canners are planning radical curtailment in their pack totals this year, the belief persists that the current condition of over-supply will continue and that it will be a buyers' market on most fruits for some time to come yet. Under the circumstances, it is expected that opening prices on 1930 fruits, when named by the larger factors, will show substantial reductions from 1929 levels.

Tomatoes—There are few straws to show canners how the wind is blowing in the canned tomato market, and packers in the Tri-States go into the new season with considerable uncertainty existing as to how much they will pack. There are no price changes on spot tomatoes reported this week, and notwithstanding the strong statistical position of the market, from the canners' standpoint, it is still a buyers' market in most respects. There have been no developments of importance regarding mid-Western and California tomatoes.

Peas—The market is in quiet position this week. Distributors are not interested in new packs in a large way, and perhaps this is just as well, as canners have little surplus which they are in position to offer as yet, so that any concerted buying movement would shove prices up. Spots are steady, but sales have fallen off a little, the fresh article competing with the canned strongly at this time.

Corn—Jobbers are interested in crop reports which, with current sentiment among canners, indicate that the pack this year will not be overly large. Private label distributors have booked s. a. p. business in fairly substantial volume, but aside from this there has been relatively little interest shown in futures. Spots are moving in routine volume at unchanged prices on both standards and fancy.

Sardines—There is a better movement in evidence this week and the market is in steady position. Reports from Maine indicate that the season is still very backward, with canners hoping that the fall run will be sufficiently large to enable them to make up for the shortage caused by the poor summer run of fish.

Crabmeat Dull—Canned crabmeat and lobster have apparently felt the current depression in business, and as probably has the highest prices of the staple canned foods, have fallen away sharply in consumption. Jobbers here anticipated such a development, however, and are carrying smaller stocks than is usual for this season of the year. Under the present conditions it would not be surprising to see some selling pressure develop from importers, with a consequent weakening of the price structure.

Blueberries—Opening prices on Maine blueberries are looked for within the next few days, and unless quotations are substantially under those named in 1929 packs little business is looked for. There is a fair supply of spot blueberries available at attractive prices, and futures are not expected to move well for some months, unless the price basis is unusually attractive.

Asparagus—There is a quiet market reported for this vegetable, but prices are steady both here and on the Coast. Canners are carrying fair supplies, and distributors are content to let the packers carry the burden, picking up small stocks on spot as required, and ordering forward an occasional car from California to fill in depleted holdings.

Shrimp Run Short—Reports from the Gulf indicate that the pack of shrimp is still backward, and the market is steady and closely sold up. Canners are not carrying much stock, and the new pack is moving out as rapidly as packed in most instances.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

Canners Not Forced to Sell Goods at a Loss—Buyers Will Need Tremendous Amount of Goods to Replenish Stocks—Situation Good for Canners—Beans in Michigan and Wisconsin Good.

Chicago, July 17, 1930.

CANNERS WELL FIXED—The new conditions which have presented themselves to canners this past spring have created a conservative group of operators who are getting buckled up for a serious selling campaign of the spot goods they expect to have. Most of them are adequately financed so as not to find it necessary to dump their wares at foolish prices.

When it is considered what a large number of buyers there are all over the country waiting for these price concessions which they feel ought to follow a big crop, the question raises itself as to whether there are more wolves than sheep. Certain it is that there will be a big demand for merchandise to replenish bare shelves and warehouses, and there will not be so many panicky canners as one might predict. We may see the entire situation level itself onto a very healthy basis as fall arrives.

Corn—Hot weather has been reducing the probable production in Iowa. Reports indicate a 30 per cent spoilage of yield in many sections.

Prices have strengthened on a lot of business pouring in from the West and Southwest, which has put a very different complexion on the situation.

We hear of some business now being closed at prices advanced 2½c to 5c over what sellers would have been glad to take two or three weeks ago. The fact that everybody is out of corn may provide a sharp upturn in the situation.

Tomatoes—New crop coming along nicely and packers are beginning to order out ample cans to take care of a big pack, barring the misfortune of an early freeze-up. Not much change in prices, as there is some business now being done at present levels with users who must have early deliveries.

Catsup and chili sauce makers are also rounding up their final bookings before it is too late to get glassware.

Peas—Wisconsin crop is now at the height of production. To anybody who doubts the misfortune of the Alask apeas, we can only suggest that a review of the offerings of any of the Wisconsin canneries in the very large afflicted district, and he will see how the Alaskas ran heavily to standards despite the most skillful handling by long-experienced operators.

It is believed that the sweets will look better, although it is a little too early to tell the exact outcome.

California Fruits—It is estimated that not over 10 per cent of the future requirements on peaches have been placed thus far, everybody awaiting the solution of the knotty problem of over-production. Meanwhile distributors appear to be marking time.

Beans—Michigan and Wisconsin packs available this week. Quality appears very good and sellers say that production will be in average quantity. No changes in prices.

Pimientos—Market becoming very closely cleaned up. Reports from Georgia indicate worry over the extremely dry weather, although this plant can stand weather extremes to some degree. It is said, however, that the fire peeled canned pimientoes will be better than the "hot oil" peeled pack this year, as the dry weather will make the pepper hulls doubly hard to remove and the open flame process will be required to get the best sort of peeling job.

Mapes Bill Comment—The reports regarding this new legislation, which is expected to do much for the canning industry, have been well received locally, and buyers are watching the canners to see what new developments may transpire. All distributors seem inclined to put full steam into enlisting an emphasized appeal to the consumer for more canned foods business as fast as real improvements in service can be shown in tangible form.

It is thought that the expiring Western Canners Association may be called into a re-invigorated existence and present an attention-holding session this fall in order to review the new situation and take steps to cooperate with and capitalize the improvements in the industry.

OZARK MARKET

By "OZARKO."
Special Correspondent of "The Canning Trade."

Drought Continues—Tomatoes Cooked on the Vines—Early Tomatoes Hit Hard—Rain Needed Badly for Late Fields — Beans Prove Very Unprofitable to Growers—Ridiculously Low Offers Made for Canned Tomatoes.

Springfield, Mo., July 17, 1930.

WEATHER—The drought continues throughout the Ozark packing district. This drought has extended over many weeks, and during the past three weeks the temperature has been ruling so extremely high that crops of all kinds have suffered severely. From a few points in the Ozarks we have received reports of very short, light showers, but same has not proven of any material benefit in the locations where this has occurred, on account of the extreme high temperature.

Tomato Crop—The fields of tomatoes throughout the district which were set with plants early in the season will prove very disappointing to both the tomato growers and the canners, insofar as the quality of fruit from this acreage is concerned. It is now thought that the most of the fruit on the vines in these early fields will likely prove to be almost a total loss. The larger tomatoes on these vines have been blistered or cooked with the intense heat, and will be of no value. Much of the smaller green fruit is affected with the black rot, and will be a total loss. In parts of the district where there is considerable acreage in these early fields, there may be some fruit taken from the vines that will be marketable as fresh fruit, and shipped out in that way in carload lots, with no effort being made by the canners to pack the fruit. The fields of tomatoes throughout the district where the plants were set much later in the season have suffered in an entirely different way on account of the long drought period and the intense heat. The vines themselves have made very little growth, and there is practically no fruit whatever set on these vines. What blossoms have appeared have dropped from the vines without any fruit forming. The vines themselves are very small, and have not spread like tomato vines should that are expected to give any profitable yield of ripe fruit. A good general rainfall throughout the Ozarks soon might result in a fair yield of tomatoes before the end of the season from these late-set fields; in fact, as conditions now appear, canners must depend largely upon these late-set fields to produce the quality of tomatoes that are packed into the cans.

Bean Crop—We can hear of no canners throughout the district packing any green beans now, and we are advised that the pack from the early seeded fields is entirely over, aand the total pack is proving very disappointing. This means that the growing of green beans for canning purposes has been unprofitable to the growers, and the pack of green beans very light, indeed. Just how canners are going to arrange in making their delivery on green beans on their future sales we are at a loss to state.

Bean Prices—The offerings of new pack cut green beans on the market now are being quoted: No. 2 size, 85c to 90c; No. 10 size, $4.25 to $4.50 factory points. Some canners think these prices too low. However, there are not many beans obtainable in the district now.

Fall Beans—Some few canners are planning to contract a fall acreage of green beans, provided weather conditions change, and the soil is brought to a condition when it is fairly safe to sow fields for fall packing. To just what extent canners will carry out their plans cannot be more than conjectured at this time.

Sales Spot Tomatoes—The few lots of spot tomatoes sold in the district during the past week consisted of 1s standard, 10 oz., 50c to 52½c, and 2s standards, 80c. No other sizes obtainable.

Future Tomatoes—Notwithstanding the very unfavorable crop situation, there could probably be found a few canners in the district that might confirm a limited number of cars of future tomatoes on basis of 1s standard, 10 oz., 50c; No. 303 cans, 16 oz., 70 to 72½c; No. 2 standards, 75c to 80c; No. 2½ standards, $1.05 to $1.10, f. o. b. factory points. It might not be possible to find a canner in the district who would sell a total of more than five carloads at the range of prices mentioned.

Canners' Reports—We have received reports, orally, from many canners to the effect that they have had ridiculously low offers tendered them on future tomatoes at prices that would show the canners a loss instead of a possible profit. The canners who bring this information to us state that they have flatly refused all such ridiculous offers, and they have been frank to state that they will arrange their plans to store and carry the big part of this season's pack in their warehouses unless buyers can be found for the finished goods at prices that will at least yield the canners some margin of profit. We have heard canners state that if the drought condition that prevails in Ozark tomato packing district is anything like as bad in other tomato packing districts that it is reasonable to expect prices on canned tomatoes to be ruling higher 60 or 90 days from now than the prices at which future tomatoes can be bought at the present time. One canner with a frost-proof warehouse of capacity to store 100 carloads of tomatoes stated he positively would not sell any tomatoes at prevailing prices for futures, and would arrange his finances so he could store away his entire season's pack for this year, if necessary, in order to carry them to a period when these tomatoes could be marketed at a reasonable margin of profit.

Blackberries—The blackberry crop throughout the Ozarks was a total failure this year, so there will likely be no canned blackberries whatever to offer for sale from our district.

Drop in Temperature—There has been a decided drop in the temperature throughout the Ozarks during the past 48 hours, which is very welcome. However, this drop in temperature cannot possibly be of any great benefit to the tomato crop, for what is greatly needed now is moisture. We must have a good general rainfall to sufficient extent that would eventually bring about normal growing weather for this season of the year.

General Business—General business so far as we can see has made no improvement in volume. Everybody that we talk to that is engaged in merchandising is waiting for something to turn up to make a material favorable change in the business situation, but not one of them can tell you what they are expecting that might bring this about.

The Mapes Bill—We have heard a number of canners express their satisfaction at the passing by Congress of the Mapes Bill, which will place restrictions on the labels used on the various kinds of canned foods. This class of canners are now waiting anxiously for future developments as to the rules and regulations that will be put into effect under this Mapes Bill by the Pure Food Department at Washington. Canners are expecting the canned food trade journals to publish authentic information from time to time, and it is also presumed the Pure Food Department at Washington will issue bulletins covering all rulings in detail.

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Published by THE CANNING TRADE.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Shrimp Stock Large and Fancy and Turn Out an Ideal Pack—Demand for Cove Oysters Unusually Dull—Talk of Company Being Organized to Take Over Seafood Canning Plants—Preparations to Can Okra.

Mobile, Ala., July 17, 1930.

SHRIMP—If the shrimp that are hitting this coast at present would just stay here and multiply, it would work wonders for the industry, because the stock is certainly large and fancy and turn out an ideal pack; but no such good luck, and these large shrimp usually leave this coast before the canning season opens up in August.

Another drawback is that they are badly scattered in the Gulf of Mexico, and as the hazards of the Gulf are greater to the fishermen than the Bay, the shrimpers do not go after the large shrimp in the Gulf as long as the shrimp in the Bay are of suitable size to can and the factories take them. The shrimpers can make more money catching shrimp in the Bay, where they are plentiful, than in the Gulf, where they are scarce. even if the fishermen get paid a better price for the Gulf shrimp.

Some years the shrimp in the Bay are of very good size at the beginning of the season, and whether the seafood factories will start to can shrimp this year on August 1st, depends on the size of the shrimp in the Bay. Many years the opening of the shrimp canning season is delayed from 15 to 40 days due to the smallness of the shrimp.

The market is in good shape to receive the new shrimp pack. However, the experienced canner ought to know by now that business conditions will not warrant being over-anxious to get started packing, which might bring about the boosting up of prices for raw material, or run chances of getting inferior stock to put in the cans; therefore packers should not let the demands of a bare shrimp market interfere with their better judgment, and a good advice is "make haste slow." Be reasonably sure that you are right before you start anything nowadays. The times require that producers be extremely conservative and don't let their gambling spirit steer them to the seas of financial difficulties, which puts them on the rocks 99.99 of the cases.

Of course, this does not mean that we should give up the ship at this time and close up shop; but, on the contrary, fight it to the last. There is yet a living in the business and we can last a long time, provided we are content with a living, but if we want to get rich, then we're just out of luck. Play safe, put your money on the "Gallant Fox" of the canning game and let the other fellow play the 100-to-1 shots. The killing may not be as thrilling, but it is certainly more consistent with the times.

Oysters—The oyster industry is in a state of coma, which is the most inactive way that one could be without being dead. While the demand for cove oysters may be unusually dull at present on account of poor business conditions, yet every year at this time cove oysters go begging, whereas they should be selling farly weil. Numerous reasons may be advanced for the

poor movement of oysters in the summer time, but the outstanding one seems to be that no real efforts have been made in the way of sale campaigns, etc., to create a demand for this delicious seafood the year round.

The lack of co-operation among the seafood canners appears to be the cause of the slackness in marketing the cove oysters, and there has been considerable talk of a large company being organized to take over and operate the seafood canning plants in this section. Whether this will ever materialize, it is difficult to say, but if this big company extensively develops the industry and causes to create a greater demand for cove oysters, it should be encouraged to the fullest extent, as otherwise the oyster-canning industry now just seems to be marking time. The organization of the company, it is understood, is being worked out with the Biloxi, Miss., factories and the plants there will be given until August 1st to come in on the proposition.

Okra—Preparations are being made by the vegetable canneries to can okra and the pack is expected to get under way next week.

The indications are that the pack will be less than last year, due to the drought and excessive heat, which has done considerable damage to the crops.

The opening price of cut okra will be $1.00 per dozen for No. 2, $1.35 per dozen for whole okra, and $1.30 per dozen for okra and tomatoes, f. o. b. factory.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Peach Question Settled—Pack to Be Curtailed—The Details of the Plan—Del Monte Pineapple Prices—Prices to Be Paid for Pears.

San Francisco, July 17, 1930.

ACTIVE—There has been no lack of excitement in canned food circles during the past week, marked as it has been by the settlement of the question of controlling the pack of cling peaches and the bringing out of opening prices on Hawaiian pineapple by the principal packing interests. Spot fruit business has shown an imrovement and has been fairly active while pineapple packers have been swamped with orders and confirmations of orders placed earlier.

At a meeting of the Cling Peach Control Committee, held at San Francisco, July 8, the committee declared operative the control plan which has been under discussion for weeks. The committee also appointed two additional members, consisting of G. H. Bradt, president of the Hunt Bros. Packing Co., and Alvin Weis, of Marysville, representing the California Cling Peach Growers' League.

The following statement, authorized by the committee, was issued:

"Canners and growers representing approximately 96 per cent of the probable pack of cling peaches in the State north of the Tehachapi have signed a curtailment agreement which will make it possible to reduce the pack of cling peaches in the State to not more than 13,000,000 cases, and thus prevent a catastrophe in the industry. Southern California canners are assisting in the plan. The crop this year is officially estimated at 485,000 tons, which would be sufficient to pack 18,000,000 to 20,000,000 cases, a quantity impossible to market. Efforts are being made to secure the co-operation of the 4 per cent which have not joined the plan, as it is felt that all canners and growers should participate in this effort to stabilize one of the most important agricultural products of California. Throughout the negotiations leaders among growers, co-operative canners and commercial canners have co-operated to a remarkable degree, and in many instances at serious sacrifices to each.

"The plan provides that all No. 1 cling peaches in the State not under contract will be purchased on a basis of $20 a ton, delivered to the receiving points, with a deduction of $7 for the cost of picking and handling in those instances where the fruit is not picked. The price was determined upon after a thorough analysis of present unfavorable business conditions, together with the volume of business and sales prices for the finished product in the past. Much of the data on which the final determination of price was based was prepared by the Giannini Foundation of the University of California, based on records of canners' volume of business, sales prices, etc. While the price of $20 a ton is lower than growers and canners would like to see, it is the best that could be done under the circumstances. The plan has the particular merit of insuring as far as it is possible to do so a market to every grower in the State for all of his No. 1 peaches. The fund being contributed by canners and growers' organizations for the purpose of purchasing the surplus is $1,750,000, and is a cost against the canner over and above the $20 basis of purchase. Thus all elements except the small percentage which have not so far joined the effort are doing their full share.

"It is hoped that this is the start of a movement which will protect the entire industry in future years, and that by co-operation among all elements, a better return can be secured to the growers of the State. Next week the committee will undertake the purchase of the surplus, and if it is successful, the curtailment will have been accomplished. Thus the plan now sets up the machinery for purchase of the surplus and provides funds, but so far the actual purchases have not been made."

The Pineapple Prices—Opening prices on Hawaiian canned pineapple were brought out the second week in July, a little later than had been expected, and more than two weeks later than in 1929. The prices of the Hawaiian Pineapple Company, Ltd., were quoted in last week's issue.

In general, these prices are well below those of last year, although in a few instances they are higher. Most of the grades in No. 10 fruit packed in syrup are 50c a dozen lower than last year's prices and a reduction of 25c a dozen has been made in the heavy selling lines of No. 2½ fancy sliced and fancy tidbits, with a 20c reduction in standard sliced and standard tidbits. On No. 1 tall fancy crushed an advance of 10c a dozen was made.

Opening prices have also been named by the California Packing Corporation as follows:

Del Monte Brand Fancy Grade.

	Sliced in syrup	Tidbits in syrup	Crushed in syrup
Buffet 8 oz	.....	$ .87½	$ .87½
No. 1 Flat	$1.15	1.15	1.15
No. 1¼ Squat	1.50	.....	.....
No. 1 Special	.....	.....	1.60
No. 2 Tall	2.05	2.05	2.05
No. 2½	2.20	2.20	2.25
No. 10	8.75	8.75	8.75
No. 2¼ Fancy Whole in syrup	3.10		
No. 2½ Fancy Whole in juice	3.00		
No. 10 Fancy Crushed in juice for bakers			7.75
No. 10 Fancy Crushed in juice for confectioners			7.75

Pears—Prices to canners for the 1930 canning pear crop were set at a meeting of the directors of the California Pear Growers' Association, held recently. Growers in the coast counties of Napa, Sonoma, Marin, Alameda, Santa Clara, San Benito and Santa Cruz will receive $38 a ton for No. 1 pears, while $42.50 will be paid growers in Contra Costa and Stanislaus counties, and $48 to growers in Lake and Mendocino counties and counties on the Sacramento River. A price of $25 a ton for No. 2 pears rules in all districts. It is anticipated that out of a crop of 194,000 tons of Bartlett pears about 50,000 tons will grade No. 1.

What Canned Foods Distributors are Doing

Oct. 7th set as next hearing of the Consent Decree—Canned Foods Standards—Saunder's Southern Meets Bankrupt—Piggly Wiggly Appeals to Supreme Court—Packaged Meats.

CONSENT DECREE—The next phase in the efforts of the Chicago meat packers to enter the wholesale grocery trade will be heard in the District of Columbia Supreme Court before Justice Jennings Bailey, on October 7. It has been learned that the hearings will be held in open court, although Justice Bailey at the time of the hearing of the grocers' motion to dismiss suggested to the counsel involved the question of whether the case should be tried before a special master or before the court. At that time John L. O'Brien, assistant to the Attorney General, declared that the government was anxious to have the case brought to an early trial.

According to the order of Justice Bailey, Mr. O'Brien and H. B. Teegarden, special assistant to the Attorney General, appeared for the Government in naming the time of the hearing along with Frank J. Hogan and Nelson T. Hartson, for the packers, and Frank K. Nebeker for the National Wholesale Grocers Association, and Edgar Watkins, Jr., representing the American Wholesale Grocers Association.

The packers' petition asks that the 1920 decree, entered against them by the Department of Justice, be modified so as to permit them to conduct retail stores, handle allied food lines and own stock in public stockyards and stockyard railroad terminals.

Justice Bailey decided the first action in the case several days ago when he ruled against dismissal of the packers' petition. The grocery association had claimed that the court had no jurisdiction over the matter. The American Wholesale Grocers Association, in answering the packers' petition, has claimed that Armour is not coming to the court with "clean hands."

"Said Armour defendants do not come into this court of equity with clean hands," their brief reads, "but have so conducted themselves so as not to entitle them to any relief in a court of equity, said defendants being now and at all times since the entry of said decree of February 27th, 1920, in violation thereof, and especially in the following particulars, to wit:

"That said Armour defendants have continued to purchase the items referred to in paragraphs four and five of said consent decree and have not complied with the orders of this court in that they have by purchase and otherwise put themselves in a position where it will be more difficult for them to comply with the decree if and when the provisional modification now in force is terminated; that said Armour defendants in pursuance of their unlawful practices have continued to demand and receive from the carriers, especially the carriers in Western trunk line territory, preference in the rates, rules and practices of such carriers, and are now receiving rate adjustments from such carriers that are unreasonable and unjust, and, as interveners are informed and believe, are in violation of the law in that conflict with the applicable tariffs they are receiving rates on packer or peddler cars on shipments of less than the minimum weight required in such tariffs; that said Armour defendants are further openly and contemptuously in violation of the decree herein and the trust laws of the United States, in that as interveners are informed and believe they are through a corporation known as the Waiugh Equipment Company, owned by said defendants, or at least controlled by them, exerting the influence of a large shipper by seeking to coerce and compel carriers to purchase the products of said company, thereby carrying out their continuing plan of obtaining for themselves special privileges and advantages. For each and all of said reasons said Armour & Co., defendants, are not entitled to maintain this suit and relief should be denied them."

In deciding against the grocers' move to dismiss, Justice Bailey stated that he believed the case should be tried on its merits before any decision could be made. The effect of this decision is that the court has before it the petitions of the two packers seeking modification of the decree and the answers of the Government and the grocers' associations.

The Government in its answer questions the proof of the allegations contained in the packers' petitions, upon which their plea for modification was grounded.

The outcome of the hearings will be of much interest to the retail grocers in the country. The big meat-packing houses have been trying for over ten years to cut in on the wholesale trade. In the event that they are successful in having the decree modified or set aside, it will mean much more competition for the grocer, who is now burdened with plenty in the shape of the various chains. The National Grocers Association has appealed to all of its members and to all retail grocers in the United States to support their fight to defeat the packers. If the court decides against the grocers they plan to carry the case to the United States Supreme Court.

Draw Canned Foods Standards—Standards establishing the classes of canned foods as provided in the recently signed Mapes Bill are being drawn up by the Food and Drug Administration, United States Department of Agriculture. The amendment to the Federal Food and Drug Act, better known as the "canners'" bill, requires all canners of foods with the exception of meat, meat products and milk to label their products to conform to the standards now being drawn.

The law will be helpful to the housewife in that canned foods will be plainly labeled as meeting the Government's requirements. The amendment will not be a bar to the manufacture of wholesome canned foods of a lower quality than the standard, but such products must be labeled as such. Purchase with full knowledge that it is under the standard thus afforded to the buyer. Probably sold at a lower price than the standard foods, it will still be recognized as, and it must be, a wholesome product. The law also authorizes the Secretary of Agriculture to prescribe a form of statement for those articles that do not meet the requirements of the first-class division which will clearly mark the difference between the standard and the sub-standard articles.

In a letter addressed "To Whom It May Concern," W. G. Campbell, chief of the regulatory work of the Department of Agriculture, said: "Before any final announcement of any standard or standards and of any designation intended to describe products which fall below the standard is made, criticism will be invited from all who are interested. In all instances public hearings will be held." In drawing up the standards the administration is seeking information from canners, distributors, both wholesale and retail, and from consumers and consumers' organizations. This seems to be a fair way of handling any disputes that may arise over the various classes established by the department. Many canners will undoubtedly be pleased at the opportunity to furnish information and suggestions to Mr. Campbell. Wholesale grocers and chain store distributors, as well as canners, will be obliged to revise some of their private labels in conformity with the Mapes Bill.

Saunders' Southern Units Bankrupt—Clarence Saunders, head of the Clarence Saunders Stores, Inc., a Tennessee corporation with 150 stores in the South, admitted that the corporation was insolvent in Federal Court in Memphis on July 15. Mr. Saunders, founder of the famed Piggly-Wiggly and originator of the self-service idea in the chain store field, withdrew a denial of bankruptcy unexpectedly.

A petition filed in Federal Court in Memphis, charging that he would not be able to meet a $500,000 obligation held by New York and Chicago bankers, and now due, asking that a receivership be named, culminated in his statement of insolvency. Saunders declared that he would not try to retain control of the Tennessee corporation, but would leave the South and go to California to operate the Pacific Coast units of his company.

Total indebtedness will reach approximately $1,300,000, according to the petitioners. A severe slump in the business car-

ried on by Clarence Saunders, Inc., and general unsatisfactory industrial conditions throughout the South, impaired the corporation's credit, Mr. Saunders said. He also stated that his summer home in Memphis, a show place, would be sold to satisfy creditors of the Tennessee corporation.

Piggly Wiggly Appeals to Supreme Court—Another step in the six-year-old fight to bar the Jitney Jungle Corporation from using its methods of self-service and price-tagging methods has been taken by the Piggly-Wiggly Corporation, which has asked the United States Supreme Court to review the case. The Piggly Wiggly Corporation contends that the ruling of the Circuit Court of Appeals for the Fifth Circuit, denying any infringements of its patents for self-serving stores, has severely depreciated the value of a great business built upon extensive investment. A petition for a writ of certiorari was filed in the case, entitled Piggly-Wiggly Corporation v. Jitney Jungle Corporation, No. 269.

The petition explains that the suit, originally instituted in 1924 by the Piggly Wiggly Corporation, charged infringement of two patents on self-serving stores and one patent for price-tagging methods. The defendant's answer denied any infringement, but not the validity of the patents. A claim of unfair competition was entered by the plaintiffs, but this also was denied.

After B. L. Todd, Jr., was appointed special master, evidence was introduced which, it is alleged, tended to prove that the Jitney Jungle self-serving stores employed substantially the same of the full equivalent of the devices and arrangements of the petitioner's patents. The master, however, reported that no unfair competition or infringement had been shown, and this report was adopted. The decision was later affirmed by the Circuit Court of Appeals (39) Fed. (2nd), 592.

The peition, now filed in the Supreme Court, argues that the lower court was in error in holding that, because there were differences in structure between the apparatus illustrated by the drawings of the petitioner's patents and those of the respondents, that there is no infringement. It is alleged that this ruling is directly opposite to the controlling rule long established by the United States Supreme Court.

Piggly Wiggly was the first chain store organization to realize the possibilities in self-service grocery stores, establishing scores of their stores throughout the West. They prospered for some time until Clarence Saunders, their founder, became involved in a stock market deal which ended with him resigning from the corporation and a syndicate composed of his creditors taking the system over. Since then the company has been in good financial shape. They have fought the present suit from the lower courts until it is now ready for the decision of the United States Supreme Court.

New York Grocers Push Packaged Meat Sales—In a few scattered instances New York city retail grocers are pushing the sale of packaged meats, paralleling a similar development by leading chain systems. Some stores have installed meat counters made by the company backing the meat products and are conducting direct advertising in the residential districts.

Excerpts from the advertising letter follow: "Introducing our new meat department. Step right in Mrs .(customer's name inserted) and inspect our latest, a department of meats. Everything wrapped in sanitary packages for immediate delivery. You see what you buy. This department is added for your convenience. No waste steps. Groceries, fruits and meats all from one store."

The fact that it is a convenience to the shopper to be able to satisfy all of her wants in one store is the selling point for this innovation. A neat, small meat counter could easily be installed by the small grocer and would probably aid his business. The trend in groceries seems to be back to the days of the famed general store, where everything, from a plow to peanuts, could be bought. This drifting back to the old way is undoubtedly the result of the chain stores installing candy, cigarettes and other widely diversified products to their regular line of food commodities. One of the chains has even installed an automobile tire and accessory service in connection with the regular grocery department.

Handling of Goods Increases Sales—The old system of separating the customer from the merchandise has been largely replaced by the modern system of having the food and other products in full view and easy reach of the customer, according to W. H. Maserole, business specialist of the Domestic Commerce Division, Department of Commerce. Let the customer handle the goods and larger sales will be the result, he explained. The idea is spreading throughout the hardware trade as well as throughout the grocery business, where it started.

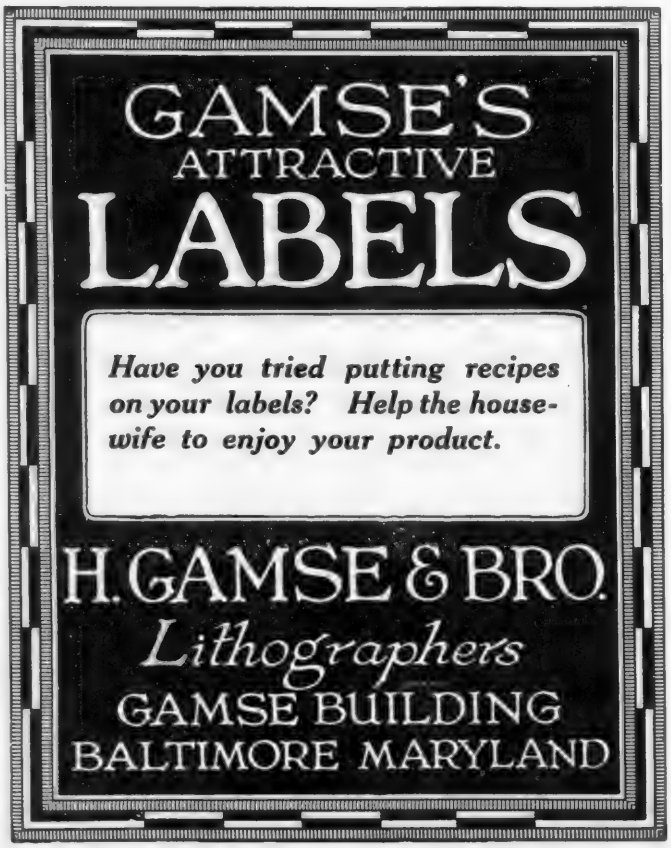
Stores were formerly arranged to keep the customer away from the merchandise. In the grocery trade this dates from the time of the old general store of 50 years or more back. At that time stock was mostly in bulk, and therefore the customer could not touch it. Instead show cases and counters were to separate the two. Since much grocery retailing is done with sight and touch, he stated, the successful merchant will see that these two senses work for him for increased sales volume, Mr. Meserole added. When the merchant gets an article in the hands of the customers, his chances of making a sale are improved.

ITALIAN TOMATO PRODUCTION DURING 1929

THE crop of tomatoes showed a remarkable production in 1929. The following table, forwarded to the Department of Commerce by American Consul Sydney B. Redecker, at Naples, Italy, in a report dated May 14, shows tomato production during 1929 as compared with several other years:

Years	Tomato Production (Thousands of Pounds)
1929	2,592,169
1928	1,213,412
1927	1,069,892
1923-1927	1,302,478

The quantity of tomatoes produced in 1929 reached a figure never before attained in the history of this important cultivation in Italy. The abundant production was owing largely to a greatly increased area planted to tomatoes (168,769 acres in 1929, compared with 125,526 acres in 1928), which in turn was caused by the very high prices ruling for tomatoes in the preceding campaign. However, while the crop in 1929 was very abundant, the quality in general was below normal, and large quantities of vegetables were found unsuitable for canning purposes.



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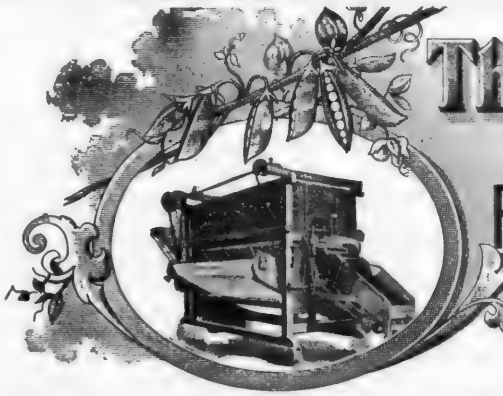

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Relax your mind—and your body. You'll be better mentally, physically—and financially.

SEND IN YOUR CONTRIBUTION.
All are welcome.

FED UP

Weary Willie, who was out of a job, as usual, rapped timidly at Mrs. Murphy's kitchen door. The lady, angry at being interrupted at her washing, flung open the door, and glowered at him. "Did you wish to see me?" she bellowed.

Weary Willie backed down the steps and said meekly, "Well, if I did, I got my wish, thank you."

Department Store Santa Claus: "And what is your name, my little man?

Little Boy: "Gee, what an oil can you are! Dontcha remember? I told yuh my name last year."—Royal Arcanum Bulletin.

THE CROWING ROOSTER

Candidate (making campaign speech): "I am a practical farmer and in sympathy with farmers. I can plow, reap, milk cows, shoe a horse—in fact I doubt whether any of my hearers can name one thing about a farm I can not do."

Voice (from back hall): "Can you lay an egg?"

Neighbor: "Jones is planning a Christmas celebration. I see they're carrying in a yule log."

"That's not a yule log; that's Jones."—Royal Arcanum Bulletin.

IMPOSSIBLE

"Dey ain't no justice no mo'," mourned Rufus to a friend. "Ah's a sick man. Guess Ah's gwine to die suah. De doctor says my veins is too close an' dat Ah got very close veins, an' de only help fo' me am to eat chicken broth three times a day an' stay in nights. An dat jes' can't be done."

Barber—Well, sonny, how shall I cut your hair?

Bobby—Just take the hair in your left hand and scissors in the other, put the hair in the scissors and squeeze them, and my hair is cut.

ONLY ONE DIFFERENCE

Old Lady—I am looking for my little Fido.

Street Urchin—Den why stare at me? Do I look anything like him?

Old Lady—No; Fido had white ears.

LOOKS ARE DECEIVING

Paul—I'm not as dumb as I look.

Pauline—I didn't think you could be.

OVERSIZE PAJAMAS

A hunter was showing off his collection of trophies to a group of visitors. He was rapturously explaining how he acquired the various exhibits.

"See that elephant," he said, "I shot it in my pajamas."

"My Gawd," murmured the flapper, "how did it get there?"

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ADHESIVES, Pastes and Gums.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BASKETS, Picking.
Planters Mfg. Co., Portsmouth, Va.
Swing Bros., Inc., Ridgely, Md.

BEAN SNIPPER.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BELTS, Carrier, Rubber, Wire, etc.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Edw. Ermold Co., New York City.
Bottle Screw Caps. See Caps.

BOXES, Corrugated Paper.
U. S. Printing & Litho. Co., Cincinnati, Ohio.

BOX (Corrugated) SEALING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
Westminster Machine Works, Westminster, Md.

BROKERS.
J. Harry Cain, Baltimore.
Howard E. Jones & Co., Baltimore.
Thomas J. Meehan & Co., Baltimore.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CANNERS, Fruits and Vegetables, etc.
California Packing Corp., San Francisco.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich

CANS, Tin, All Kinds.
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Gravity, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.
Souder Mfg. Co., Bridgton, N. J.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper.

CORKING MACHINES.
Edw. Ermold Co., New York City.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.
Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, etc.).
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Strasburger & Siegel, Baltimore.

DECORATED TIN (for Cans, Caps, etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.
Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots. See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Generators, Electric. See Motors.

WHERE TO BUY---*Continued*

GLASS-LINED TANKS.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, etc.

Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.

Canners' Exchange, Lansing B. Warner, Chicago.
Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.

F. H. Langsenkamp Co., Indianapolis.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.

F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.

Hansen Cang. Mchy. Corp., Cedarburg, Wis.

LABELING MACHINES.

Edw. Ermold Co., New York City.
Fred H. Knapp Corp., Ridgewood, N. J.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
Westminster Mach. Works, Westminster, Md.

LABEL MANUFACTURERS.

H. Gamse & Bro., Baltimore.
R. J. Kittredge & Co., Chicago.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
Stecher Litho. Co., Rochester, N. Y.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.

National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

LIMA BEAN RUBBERS.

The Scott Viner Co., Columbus, O.
Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Molasses Filling Machine. See Filling Mach.

OYSTER CANNERS' MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.
Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Corrug. Paper Products.

PARING MACHINES.

Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.

Edw. Ermold Co., New York City.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.

Associated Seed Growers, Inc., New Haven, Conn.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.

PEA CANNERS' MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEA VINE FEEDERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEELING KNIVES.

A. K. Robins & Co., Inc., Baltimore.
Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.

A K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.

Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.
Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.

F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.

Ams Machine Co., Max, New York City.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.
Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.

SEALING MACHINES, Box.

A. K. Robins & Co., Inc., Baltimore.
Fred H. Knapp Corp., Ridgewood, N. J.
Sanitary Cleaner and Cleanser. See Cleaning Compounds.
Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottle. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.

Associated Seed Growers, Inc., New Haven, Conn.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.
Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.

Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

SIEVES AND SCREENS.

Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.

Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sprague-Sells Corp., Chicago.
Sorters, Pea. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).

Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.
Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.

Ams Machine Co., Max, New York City.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.
STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.

F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Burton Cook & Co., Rome, N. Y.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.

Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Tables, Picking. See Canners' Machinery.

TANKS, Metal.

Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.

F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

TANKS, Wooden.

Sprague-Sells Corp., Chicago.

TELEPHONE, TELEGRAPH, Quick Service.

Amer. Telephone and Telegraph Co.—Everywhere.
Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE.

American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.

A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.

Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

WAREHOUSING AND FINANCING.

Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.
Washers, Bottle. See Bottlers' Machinery.

WASHERS, Can and Jar.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetable.

Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
Scott Viner Co., Columbus, O.
Sprague-Sells Corp., Chicago.
Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, Wood.

WRAPPERS, Corrugated, Bottle.

Hinde & Dauch Paper Co., Sandusky, Ohio.
Wrapping Machines, Can. See Labeling Mach.

WYANDOTTE, Sanitary Cleaner.

J. B. Ford Co., Wyandotte, Mich.

Judge Syrupers

Positive Measure---High Speed---Non-Spill
Automatic Disc-feed

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Syruping Fruits and for Liquid Filling

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Our Intensive Breeding of Parent Stocks Insures Continuous High Quality.
800 Acres are devoted to BREEDING GROUND operations.

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